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**Volume 7**  
**1926/1927**

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., MAY, 1926

NUMBER 1

## DAIRY INDUSTRY CONFERENCE HELD IN WASHINGTON, D. C.

### SPONSORED BY AMERICAN DAIRY FEDERATION

In order that the dairy industry of the United States might obtain a better knowledge of the activities of the various agricultural agencies operating under the United States Department of Agriculture, it was planned to hold a three days conference in Washington, D. C., under the direction of a committee of the American Dairy Federation. This committee consisted of Henry N. Woolman, Philadelphia, Pa.; George W. Slocum, Milton, Pa.; and A. A. Borland, State College, Pa.

The conference was held on Monday, Tuesday and Wednesday, April 19-20-21 and the average attendance at the various meetings numbered from 45 to 50

sessions were continued and demonstrations of experimental work on dairy cows was shown.

A dairy luncheon was served by the Bureau of Dairying which consisted chiefly of the new dairy products, developing the uses of dairy products discovered and developed by the Bureau Laboratories.

An afternoon session was held in the conference room of the Bureau of Agricultural Economics.

#### Wednesday, April 21

The morning session was held in the Conference Room of the Bureau of Agricultural Economics, with visits to various departments including that of Cotton

## PENN STATE DAIRY EXPOSITION FOURTH ANNUAL SESSION

### STEADY ADVANCE IN DEVELOPMENT

The fourth annual meeting and dairy exhibition of the Penn State Chapter of the American Dairy Science Association was held at Penn State College on Saturday, May 1st.

The day's developments were the outcome of the efforts of the students in Dairy Husbandry in the fitting, showing, and judging of the pure bred dairy cattle from the College herd and the preparation and judging of the various dairy products and a clean milk production contest.

This annual event is a unique feature of the department of Dairy Husbandry and was attended by a large group of

ial precautions in the way of handling the cow and the milk so as to avoid contamination of the milk. Three samples of the milk were taken and bottled. The milk was scored on sediments, acid and bacterial count.

In the Dairy Products Judging Competition, twenty-three students participated. Five samples of butter, cheese, milk and ice cream were scored.

The general day's program was divided into four features—Student Judging Contests of Dairy Cattle in the Stock Pavilion, Student Judging of Dairy Products in the College Creamery, Fitting and Showing of Dairy Cattle in the Pavilion and the Annual Banquet and awarding



Conference Group of American Dairy Federation, Photographed at the White House, with President Coolidge, Washington, D. C.

official representatives of various branches of the industry.

The following general program was arranged by the United States Department of Agriculture in collaboration with the Committee and A. M. Loomis, secretary of the American Dairy Federation.

#### Monday, April 19

Roll call and registration, Harrington Hotel.

Address by Henry W. Woolman. "What We Hope to Accomplish in this Conference."

Address by A. A. Borland, secretary of the committee.

General discussion.

Plans and program of the conference.

Luncheon was served in the Grill Room of the Hotel.

#### Monday Afternoon

Bureau of Dairying, U. S. Department of Agriculture.

Address by Dr. C. W. Larson, Chief of the Bureau and personally conducted visits of inspection in the various departments and laboratories.

#### Tuesday, April 20th

Visit to the Dairy Bureau Experimental Farm, Beltsville, Md., where the

and Wool Grading after which the Conference visited the White House and were presented to President Calvin Coolidge.

The meetings on Monday afternoon were held in the laboratories and offices of the Bureau of Dairying. After an address by Dr. C. W. Larson, the party was taken in groups through the laboratories of the Bureau where demonstrations of the particular work under way were shown and described in detail.

The work and plans for milk marketing as outlined by Ernest Kelly and his assistants was particularly interesting and creamery methods, cow testing association work, bull association work, plant management, etc., were also of interest.

On Tuesday morning the conference held its meeting at the Beltsville Experimental Farm, where a very complete demonstration of the experimental development work in dairy animals is conducted.

Here were shown experiments in breeding, dairy management research, feeding, etc. These were largely in the nature of long time experiments. Here feeding tests are developed. The value

(Continued on page 8)

visitors, largely the parents of the students.

In the preparation, fitting and handling of the cows, the contestants are allowed a period of three weeks. They take no part in the general feeding program of the cattle. In this year's contest fifty-two students took part in the fitting and handling program. One cow was allotted each contestant. The cows shown included the four leading breeds, Holstein-Friesian, Jersey, Guernsey and Ayrshire, and the major points of the contest included the general appearance of the cow, the condition of the cow's coat, the hair, hoofs, horns and the general handling of the cows in the ring.

Student contestants also tried for honors in the judging of the various breeds of cattle, for which prizes were awarded.

Prizes were also awarded for student judging of butter, cheese, milk and ice cream. In their work, scoring, criticism and placing of each grade separately was a factor as well as the total grading. Samples of the various grades judged by the winners were exhibited.

In the Clean Milk Production Contest twenty-nine students took part. Every contestant milked one cow, taking spec-

of prizes in the University Club. The average attendance at the various Judging Contests numbered upwards of 200, while about 125 persons attended the dairy banquet.

Prof. A. A. Borland acted as toastmaster at the banquet.

The following responses were made:

"Strawberries, Sugar and Cream"—R. L. Watts, Dean of the School of Agriculture.

"Wielding the Big Stick"—J. M. McKee, Deputy Secretary of Agriculture.

"Dad's Day" on the Dairy Farm"—H. B. Steele, Pittsburgh District Dairy Council.

"All for One and One for All; United We Stand, Divided We Fall"—Charles Tuck, Dairymen's League.

"The Whole Cow Family on Trial"—E. S. Deubler, Pennhurst Farm, Narbeth.

"Getting the Cream Out of Life"—Joseph Gibson, De Laval Separator Company.

"Philadelphia Takes a Milk Bath"—R. W. Balderston, Secretary of Philadelphia Inter-State Dairy Council and Inter-State Milk Producers' Association.

Following the banquet the various prizes were awarded the students:

(Continued on page 10)



## DECISION REGARDING THE RECOGNITION OF THE HOLSTEIN-FRIESIAN REGISTRY ASSOCIATION INC. BY THE PENNA. DEPARTMENT OF AGRICULTURE

The following decision regarding the recognition of the Holstein-Friesian Registry Association, Inc., Harrisburg, Pa., in the payment of indemnities for registered bovine animals reacting to the tuberculin test in Pennsylvania has been rendered by F. P. Willits, Secretary of Agriculture:

In connection with the payment of indemnities by the State for tubercular cattle as provided for by the Act of June 1, A.D. 1915, P.L. 667, it is provided that indemnity paid shall be "for a non-registered bovine animal, the sum of forty dollars; for a registered bovine animal, the sum of seventy dollars."

The Holstein Friesian Association of America has been the only registry association registering Holstein-Friesian cattle up until August 1, 1925. The registration of this organization has been accepted by the Secretary of Agriculture as satisfactory evidence of accurate registration. During this time there has been no complaint made or evidence brought to the attention of the Secretary of Agriculture which would question the correctness of the registration of the Holstein-Friesian Association of America.

On August 1, 1925, the Holstein-Friesian Registry Association, Inc., was incorporated and since that time they too have been registering Holstein-Friesian cattle under regulations that they have established and consider adequate.

When confronted by the claim for payment of indemnity on the certificate of

registration of the new association, the Secretary of Agriculture asked the opinion of the Attorney General as to the propriety of recognizing this registry association. The opinion as rendered says, "your department should recognize for the purpose of payment by the State, only those registry associations, whether one or more for each pure breed, which can furnish certificates which will enable you to assume, so far as it is possible to depend on any register, whether the animal condemned by the State was a pure bred bovine."

The opinion further says that "This registration by an association is in effect legally constituted prima facie proof that the animal is a pure bred in its class, and if pure bred, the State is bound to pay the larger sum of money, provided always that the registration is of a nature and surrounded with safeguards, such that it is prima facie as good evidence in new Associations as in the original old one."

"Because the interest of the State is monetary it is your duty to protect its funds and to be certain that their history recognized by your Department is an accurate and efficient record."

"In other words, the purpose of this particular law was to raise the maximum

thirty dollars for pure bred bovine animals as determined by highly reliable registration such as the Legislature believed to be provided by the old Association, and the burden is on the Department of Agriculture to determine whether any new registering Association of any pure bred bovines can be relied

on with substantially as much certainty as the reliance put on pure breed Associations in existence at the time of the passage of the Act. This is a question of fact and must be investigated and ruled on by you."

In accordance with this opinion and in order to determine the facts in a fair and impartial manner, a public hearing was held in the Senate Caucus Room, State Capitol, Harrisburg, Pa., February 25, 1926, at which both associations were heard and in connection with which briefs were filed. Having heard the testimony and carefully studied the briefs, the following seem to me to be the essential facts:

1. That the new association, the Holstein-Friesian Registry Association, Inc., in laying its foundation must rely on the published records in the form of herd books, registration and transfer certificates of the old association, the Holstein-Friesian Association of America, supported by the statement made by the applicant for registration or transfer.

2. That there is always a lapse of several months during the assembling and preparation of the material for each succeeding herd book when absolutely essential records are not available to the new association and that during such lapse of time, the old association through their experience, files and records, have a fund of information which increases substantially the chance of correct certification and the prevention of fraudulent registrations; which information is not published and, therefore, not available to any outside person or organization

In view of the fact that the new association does not have access to these essential records during several months preliminary to publication and to other records not put in publication, it cannot be as accurate in its work as a registry association as is the old association.

It is, therefore, my decision that the registration of the Holstein-Friesian Registry Association, Inc., is not of such a nature and cannot be surrounded with safeguards such as to be prima facie as good evidence that the animal is a registered bovine as is the registration in the old association, the Holstein-Friesian Association of America, and, therefore, to protect the monetary interests of the State, I feel obliged to refuse to recognize the registration of the Holstein-Friesian Registry Association, Inc., and shall recognize only the registration of the Holstein-Friesian Association of America, which from all evidence offers the most accurate and dependable registration obtainable within the Holstein-Friesian breed.

The opinion of the Attorney General stated in effect, that the question involved was one of fact, to be decided by the Secretary of Agriculture. So long as no appeal to the courts is taken from the decision herein rendered, the Department recognizes only the registration of the Holstein-Friesian Association of America. Should such an appeal be taken to the courts, and it should be decided contrary to this opinion, we will, of course, accept the interpretation of the law as determined by the Court.

## CHICAGO BOARD OF HEALTH ENFORCES TUBERCULIN TEST

After more or less contention the City of Chicago has fixed a definite standard as to its milk supply. Under a city ordinance, milk, for distribution in that city must come from healthy cows.

We learn from newspaper reports that under this city ordinance the Board of Health, in Chicago, has ruled that the cows from which this milk is supplied must come from cows that are free from tuberculosis.

Dr. Herman Bundeses, commissioner of Health, determined to enforce that law and April 1st, 1926, was set as the time when no milk was to be offered for

human consumption that did not come from tested cows.

For the last few years Chicago has been using approximately 2,500,000 pounds of milk per day. Of this supply, probably 1,300,000 pounds coming from tuberculosis free herd, which would mean that if the other farmers did not test their cows, 1,200,000 pounds, would have to come from other sources where the cows have been tested. Already approximately 50,000 pounds a day have been added from outside sources during the week prior to April first. Many dealers have been steadily adding to their sup-

plies from nearby areas, where state and Federal investigations of the cows have been made.

These stringent regulations, according to various predictions would probably result in a milk famine in the Chicago area, but according to newspaper reports, officials say that this is unlikely, owing to available supplies from nearby districts.

According to Chicago newspapers, farmers have strenuously protested the ruling of the Health Commissioner. There were exclusive efforts to interfere with the movement of milk in transit to Chi-

cago and in instances some violence resulted.

According to newspapers there has been no advance in prices of fluid milk to the producers, although milk from untested cows has been going to butter creameries at a considerable reduction in price below that of fluid milk. The retail price of milk in Chicago has not been advanced to the consumer.

Ultimately, it is believed, according to statements by the health authorities that the enforcement of the tuberculin testing regulations will result in an increase consumption by the public.

## PERTINENT FACTS ABOUT CO-OPERATIVE MARKETING A. V. SWARTHOUT

There is no way for a co-operative to secure a high price for a poor product. Associations which are formed with the hope of doing this are doomed to failure, unless the objective is changed. Prices above the average of the market are realized only through the creation of a real preference for the product handled. Such a preference can be built only on a belief in the honesty, uniformity and reliability of the product and on a proven reputation for business fairness. The development of a merchandising policy which will assist in creating this preference is one of the most important tasks facing co-operative organizations today.

At the present time too many associations are merely order takers. Little effort has been made to merchandise the products they have to market or even to study what the various market outlets demand, what grades and varieties are best suited to the needs of the particular groups of consumers, and how much any one group will absorb at a given time and price. Only when the factors which influence this absorbing power are fully understood can a merchandising program be worked out which will develop confidence in an association and its product and tend to build up a trade which will continue to look to that particular organization as a satisfactory source of supply. Once a real merchandising program has been developed it

tends to attract customers whose business becomes attached more or less permanently. Sales to regular customers are the least costly inasmuch as sales resistance has been greatly lessened through continued satisfactory relations. It is evident then that co-operatives must seek out means of furnishing services to the buyer of such high quality that premium prices will be paid for the products handled.

A rather common tendency among co-operative organizations is to hold back sales when prices are rising, in the anticipation of securing even higher prices. In consequence, the commodity is usually withheld from the market when the demand is greatest and then, after the price breaks, is forced into consumptive

channels in an effort to dispose of it at once and avoid further declines. Such a course tends to a limited extent to accelerate the rate of decline and possibly to force prices down somewhat below the point which would be reached under normal conditions. The result is that an undue proportion of the crop is sold on declining markets and the prices obtained are almost certain to be somewhat less than the average. It is always easier to sell produce on a rising market, for then the demand is strong and there is a tendency for buyers to be less critical of deliveries. Marketing policies which include selling during periods of rising prices, and diminished activity during downward swings, will result in a satisfactory average price.

## INTER-STATE MILK PRODUCERS' ASSOCIATION DIRECTORS HOLD MEETING

The regular meeting of the Board of Directors of the Inter-State Milk Producers' Association was held at the organization headquarters, Monday, April 26th, for the transaction of general business.

Those present included, H. D. Allebach, president; Frederick Shangle, vice president; Robert F. Brinton, treasurer; Robert W. Balderston, secretary; J. H. Bennech, Ira J. Book, E. Nelson James, E. H. Donovan, A. R. Marvel, S. K. Andrews, Charles Preston, H. B. Stewart, J. W. Keith, H. I. Lauver, I. V. Otto, E. R. Pennington, S. U. Troutman, R. I. Tussey, F. M. Twining, F. P. Willits, A. B. Waddington and C. C. Tallman.

Visitors at the meeting included: W. O. Sumner, president of the Oxford, Pa. Local; I. W. Heaps, secretary, Maryland State Dairymen's Association, Baltimore, Md.; John McGill, Jr., secretary and treasurer, Maryland and Virginia Milk Producers' Association, and H. G. Niesley, Professor of Agricultural Economic Extension, State College, Pa.

The minutes of the last previous minutes of the board of directors and the various minutes of the executive committee, held since the last directors meeting, were read and approved. Expenditures since the last meeting of the board were also read and approved.

Robert F. Brinton, treasurer, presented a financial statement of the association for the months of February and March, which was approved by the board.

The following amendment to Article

42 of the by-laws of the Association, having to do with the reissuance of lost stock certificates of membership, which was presented at the February meeting, was adopted. The new article now reads as follows:

SECTION 42. Any person claiming a certificate of stock to be lost or destroyed shall certify such fact in writing deposited with the corporation, setting forth the manner in which such certificate of stock was lost or destroyed and shall give the corporation a Bond of Indemnity (with or without securities as may be required by the officers of the corporation) in at least double the par value of the stock represented by such certificate; whereupon a new certificate may be issued of the same tenor and for the same number of shares as the one alleged to be lost or destroyed, but always subject to the approval of the Board of Directors.

President Allebach presented a formal report as to the activities of the Rural Electric Service Committee of the Pennsylvania State Council of Farm Organizations in connection with Public Service Commission, Order No. 27—and it was decided by the board to further continue our activities in that direction.

F. M. Twining presented a report of the work of the testing department for the months of February and March and outlined the activity of that department in the field.

The various directors presented formal reports of conditions, reflecting production and general conditions. In a

majority of territories satisfactory conditions were reported.

Mr. W. O. Sumner, president of the Oxford Local, made a brief address. "It was", he said, "his first visit to any meeting of the board of directors and he was greatly pleased to be able to see how the organization functioned." "Locals should work in closer harmony with the association, as there is little that they can do without its co-operation. Closer co-operation on the part of the Oxford local should be of neutral benefit. The Oxford Local", he said, "had 360 members, but the membership had not been fully aware of the work of the association. This condition, however, is now greatly improved and his local wanted to be fully posted on the activities of the Inter-State and to profit by them."

John McGill, Jr., of the Maryland and Virginia Association, also made a brief address. All the milk coming into the Washington, D. C. market must be from tuberculin tested cows. Herd and barn scores must be made by the producers while milk dealers must also observe dairy plant regulations. These regulations are enforced by the Board of Health, under action of Congress.

The Washington Association operates under a plan similar to that of the Inter-State Milk Producers' Association, making its basic supply for the year on the average shipment of milk in October, November and December of the previous year.

I. W. Heaps, of the Maryland State Dairymen's Association, said in part:

## HOW TO SECURE ELECTRIC SERVICE THROUGH GENERAL ORDER No. 27

General Order, No. 27, issued by the Public Service Commission and now in effect, is expected to make it possible for any person or persons who live outside of the corporate limits of cities and boroughs to secure electric service.

The following description suggests a practical method of procedure under General Order No. 27, but should not be considered the only way in which to secure benefits obtainable through this order.

The person or persons seeking service are to designate a single point of origin for the extension. This means that they are to name a suitable point on the utility's present lines from which the desired energy may be drawn. The utility's advice should be had in this matter and accepted if it does not appear that it is advocating an unnecessarily distant point. If the company and the consum-

ers can not agree upon a single point of origin the matter should be submitted to the Public Service Commission for determination.

Beginning at the point of origin, none of the parties to be served will have anything to pay for the cost of the extension, further than for individual service wires in excess of 100 feet from the pole nearest to their premises, as long as there are three consumers to be signed per measured mile. Where there are less than three consumers per mile, the utility company must contribute \$300 per consumer and the consumers must pay the balance. When a mile is reached, which has less than three consumers, all consumers beyond the limit of that mile will be interested in having that mile constructed so that they can secure service in their own measured miles. They should therefore form an associa-

tion and should apportion such of the cost as the consumers will have to bear, in some equitable manner, amongst themselves. This association should extend out as far along the proposed extension as the density of the consumers to be signed is sufficient to insure that no unnecessary burden will be placed upon it.

Each association should have a representative to treat with those of other associations on the same extension and with the utility which is to serve. After the point of origin has been agreed upon, by the several associations and the utility, each consumer to be served should secure from the utility a blank contract such as is provided for in General Order No. 27. These should then be filled in, consistent with the inter-association agreements, as to point of origin and when all have been collected and turned

"Like every other association, we have our small troubles. They usually iron out, however, with but little trouble. All that is needed is a thorough understanding of the situation. Co-operation today, is much better than it used to be, the policies are more definite and understandable."

"The Maryland Association carries one price throughout the year, winter and summer, and there is a good strong spirit of co-operation among its members."

"The Baltimore City Board of Health and the State Board of Agriculture are enforcing the tuberculin test on all cattle in the Baltimore Milk-Shipping Area. This applies not only for fluid milk but for milk from which the cream is sold and milk from which butter is made. Probably 1000 cows are still to be tested in the Baltimore Area. This work is expected to be completed in the near future. Farmers who refuse to have tuberculin tests made are quarantined and their milk is unsalable for human consumption."

"The various associations must march together on the tuberculin test clean-up", said Mr. Heaps. While the work on the "western shore" of Maryland was done under orders of the Health department of Baltimore, the Maryland State Dairymen's Association believes that cows all over the state of Maryland should be tested—it would so safeguard the herds of the members of our association and it is ready to co-operate in securing this end.

in to the company the latter is expected to make an estimate of cost for each association, setting forth what contribution if any, will be required for the particular stretch of line in which that association is interested. The company will have nothing to do with the apportionment of cost as between the individuals composing an association but will receive from its representative the sum total of their contributions. When all of the money required from consumers for the proposed extension has been placed in the company's hands it is expected to build the extension. The extension becomes the property of the utility.

If advice or assistance is desired prospective consumers may communicate with attorneys for the State Council of Farm Organizations, Taylor-Robey-Hoar & Nicholson, 918 Stephen Girard Building, Philadelphia, Pennsylvania.

## SECOND SESSION AMERICAN INSTITUTE OF CO-OPERATION

Announcement is made of the general program for the second annual session of the American Institute of Co-operation, to be held at the University of Minnesota, June 21 to July 17, 1926. The first week of the session will be given over to a consideration of organization and market analysis problems, with special stress upon the co-operative marketing of livestock and wool. Production programs for co-operatives, with the purpose of considering efficiency in production, will be given attention the second week. Special stress will be laid upon the co-operative marketing of milk, butter, cheese, and other dairy products. In the third week the discussions will

center about membership, educational and publicity problems, with horticultural and poultry products as the commodities to receive attention. Financing and the extension of credit will be the topics for the final week of the institute, with the commodity emphasis upon grain and cotton.

Twelve special courses with academic credit have been planned by the Institute and the University of Minnesota. The titles of some of these are: Price Analysis and Policies; Co-operative Marketing Organization; Co-operative Administration; Membership Control Problems; Economic and Legal Foundations of Co-operation; History and Progress

of Co-operation; Sales Promotion; Co-operative Accounting; Co-operative Marketing of Livestock, Dairy Products, and Grain.

Classes will be held daily for one hour each and credit for each course will be given by the University of Minnesota to the extent of two hours for four weeks' work and three hours for six weeks' work.

It is planned that the special courses shall occupy the first two hours of each day, to be followed by a general session of the Institute continuing until noon, and a special group meeting in the afternoon.

Nearly 100 nationally known experts

connected with as many successful co-operative enterprises have announced their intention of attending the Institute and contributing to the program.

Among the special conferences being arranged are some for attorneys of co-operative associations and for representatives of communities interested in co-operative marketing of eggs and poultry. The detailed program will be ready for distribution in a few weeks.

The first session of the Institute was held at the University of Pennsylvania in the summer of 1925. It was attended by 364 persons from 33 states, 4 Canadian provinces, and from Japan, Russia, and Denmark.



## INTER-STATE MILK PRODUCERS REVIEW

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August A. Miller, Editor

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### Editorial



It is with us again. On April 25th we  
again enter the period of "Daylight Sav-  
ing" in the City of Philadelphia.

The period of perplexity is upon us.  
Standard time, under the law of the  
commonwealth of Pennsylvania is the  
official time of the state. In the City of  
Philadelphia, however, city councils have  
adopted resolutions, originally put in  
force in 1924, under which "Summer  
Time" is recommended.

In this recommendation the mayor of  
the City of Philadelphia, while calling  
attention to the law of the state, requests  
that in order to save an hour of day light  
for recreation at the end of each sum-  
mer day, that the public set forward its  
time pieces one hour, at 2:00 A.M. on  
Sunday, April 25th and to so maintain  
them until the last Sunday in September.

The season of confusion is at hand.  
Daylight Saving or Standard Time is the  
question of the day.

The Daylight Saving program is a  
fight between the city and the country  
and not withstanding the law—we have  
been compelled to put up with it.

This year it promises to be more per-  
plexing than ever. With the many vis-  
itors to the City of Philadelphia attend-  
ing the Sesqui Centennial the double  
time system promises no end of con-  
fusion.

And as to the farmer—he has no  
choice in the matter—Marketing his pro-  
ducts in Philadelphia means that he must  
conform to the new standard—notwith-  
standing the increase cost and inconveni-  
ence.

Under the Day Light Saving regula-

tion the City man has probably gained  
from a recreational standpoint, but no  
consideration has been given to the pro-  
ducers of the food supply, which burden  
is forced upon the farmer and for which  
no monetary return is available.

By state law, Standard Time is legal  
for Pennsylvania and therefore the clocks  
in City Hall, will not be advanced.  
Offices in the City Hall, however, will  
open and close one hour earlier.

The clocks and chimers on the tower  
of the Philadelphia Inquirer Building  
will be moved forward and keep Day-  
light Saving Time.

Right in the central section of the city,  
therefore, we will be confronted with  
equally prominent tower clocks within a  
few blocks of each other announcing time  
one hour apart.

Can there be anything more confusing  
—at Broad and Market, it will be twelve  
o'clock noon—while at Broad and Spring  
Garden, the hour shown will be one  
o'clock.

In some few sections of the Philadel-  
phia Milk Shed, sporadic objections on  
the part of the farmers to the tuberculin  
testing of dairy cattle in Pennsylvania  
may react to such an extent as to com-  
pel the tuberculin testing of all dairy  
cattle whose milk goes into consumption  
as fluid milk.

These agitations may force actions by  
the various boards of health in the vari-  
ous communities. Already many cities  
and towns are passing regulations to  
that effect, and when such regulations  
become effective, milk from untested  
cows is flatly rejected and the producer  
loses his market.

Such conditions have resulted in many  
cases and frequently the cost of inspec-  
tion and loss from tuberculous cattle  
falls entirely on the producer, in that,  
indemnities both federal and state may,  
at the time, be exhausted.

While the Inter-State Milk Producers'  
Association has taken no action in the  
matter of tuberculin test of dairy cattle,  
its officers see the "handwriting on the  
wall."

Agitation and newspaper publicity  
may react and the public itself may de-  
mand the testing of all cattle. At the  
same time the broadening of such pub-  
licity already has raised a doubt in the  
minds of the consumers and we hear  
of lessened consumption, which in a mea-  
sure, means a great deal to the producer.

There is an open question as to how  
far this may go. While the cost of pro-  
duction may increase, decreased consump-  
tion may lead to a surplus and consequ-  
ent reduction in prices.

The situation requires careful con-  
sideration by all concerned.

### PENNSYLVANIA WEEDS

Under the title of "Pennsylvania  
Weeds" General Bulletin, No. 416, the  
Pennsylvania Department of Agricul-  
ture, has issued a most interesting book-  
let covering a study of the weeds of the  
state.

The bulletin which was prepared by  
E. M. Gress, Ph.D., of the Bureau of  
Plant Industry, gives a very compre-  
hensive outline of the various weeds  
which infest the woodland, fields and  
country side of the state.

The characteristics of the various  
weeds, their nature and distribution, to-  
gether with the best means of their er-  
adication are given in detail.

General Bulletin, No. 416, is available  
for distribution, as long as the supply  
lasts, by addressing the Pennsylvania  
Department of Agriculture, Bureau of  
Plant Industry, Harrisburg, Pa.

### MARKET CONDITIONS

There has been little change in the  
volume of production during the past  
month. In some instances reports indi-  
cate increases at many receiving stations  
while on the other hand some indicate a  
decline. The scarcity of both grain feed  
and roughage has had considerable in-  
fluence on production, the late spring  
holding back grass pasture. In instances,  
snow has been reported in the closing  
week of April.

Consumption has not made any mark-  
ed forward gains. Labor conditions are  
somewhat unsettled and to some ex-  
tent have influenced consumption.

Mixed feeds have been fairly stable  
during the month. There have been  
some variations in prices but they have  
not been marked. On the whole, quota-  
tions have been designated as being  
steady to firm. Alfalfa has advanced  
somewhat due to variety of supply.

There has been no change in the price  
of milk, sold as basic, during April, and  
the current supply appears to be about  
normal. Surplus milk averages about  
10 per cent.

The association price for Grade B  
Market Milk (Basic Quantity, delivered  
F. O. B. Philadelphia for three per cent.  
butter fat content) for April is unchang-  
ed at \$2.94 per hundred pounds, or 6.3  
cents per quart. The price of milk of  
the same grade and butterfat content,  
delivered at receiving stations in the  
51-60 mile zone, was \$2.37 per hundred.

The price of surplus milk at country  
receiving stations for April three per  
cent. butter fat content for Class I, sur-  
plus milk was \$1.47 per hundred pounds  
while that for Class II, was \$1.15 per  
hundred pounds. These prices apply at  
all receiving stations in the Philadelphia  
Milk Shed.

The price of Surplus Milk delivered in  
Philadelphia for April, three per cent.  
butter fat content was \$2.05 per hundred  
pounds or 4.4 cents per quart, for Class  
I; and \$1.73 per hundred pounds, or 3.7  
cents per quart for Class II surplus milk.

### April Butter Prices

The decline in butter prices, which be-  
gan in March, carried on almost through-  
out the month of April. Confidence as  
to prevailing price levels seemed to be  
lacking through the greater part of the  
month although in the closing week of  
the month there was a slight upward  
tendency.

Early in April, 92 score solid packed  
creamery butter was quoted at 41½ cents  
New York City. In mid month it had  
declined to 38½ cents; on April 27, how-  
ever, it had advanced slowly to 39½ cents,  
but the market did not appear particu-  
larly active. The average price for  
computing surplus prices for April was  
.396 cents, as compared to .4307 cents.  
for the month of March.

### INCREASE USE OF GOOD SIRE IN DAIRY HERDS

Pennsylvania now has 43 bull associa-  
tions which put it well in the lead  
among the states.

Four new associations have just been  
organized. Two of these are in Centre  
county, one in Franklin county, and  
another in Bedford county. The latter  
will use Guernsey sires and the other  
three are composed of Holsteins. Each  
association contains three or more blocks  
with a sire in each block. At given  
times the various blocks exchange sires  
and thus new blood is introduced. This  
arrangement gives small herd owners the  
services of good purebred animals at a  
lower cost than if each had to buy a  
sire for his own individual herd.

### RURAL ELECTRIC SERVICE

The Rural Electric Service Committee  
of the Pennsylvania State Agricultural  
Federation, held a meeting in the offices  
of the Inter-State Milk Producers' As-  
sociation, Philadelphia, on Wednesday,  
April 14th, to consider further plans re-  
garding its activities looking toward the  
better service of electrical power on the  
farms in that state.

A full report of the attorney in con-  
nection with the program carried out  
was presented and plans for payment of  
various outstanding bills were perfected.

### Utilities Contest Public Service Order

The order of the Public Service Com-  
mittee issued reference to rural electri-  
fication, has been attacked by the Public  
Utilities and after their several motions  
against the ruling has been refused by  
the Public Service Commission they have  
appealed to the Superior Court of the  
State of Pennsylvania for an opinion on  
the order.

The argument on this appeal will  
probably come up next fall. The Rural  
Electric Service Committee will have its  
attorney represent them at this hearing.

The Committee feels that it has ac-  
complished its first step in having the  
Public Service Commission make a rul-  
ing favorable to the installation of rural  
service. The matter of rates however  
must be decided upon the individual  
circumstances involved and as such will  
be taken up by the Public Service Com-  
mission.

At the same time, it is understood that  
some of the utilities have filed rates,  
which involve a so-called "pole" service  
charge, as well as rates. These however,  
will probably be held up, pending the  
decision of the Superior Court on the  
constitutionality of the commission Rul-  
ing No. 27.

The Rural Electric Service Committee  
will continue to fight the battles of the  
farmers for reasonable service and rates  
for electrical energy.

Service Committees will be established  
by the various organizations, which will  
endeavor to advise farmers as to the best  
possible movements in connection with  
electrical installation.

Any reader of the Review if interested  
in the installation of electrical service or  
who has any problems in this connection  
should communicate with R. W. Balder-  
ston, Secretary, Boyertown Bldg., Phila-  
delphia, Pa., or with Vincent Nichol-  
son, attorney for the Rural Electric Ser-  
vice Committee, 918 Stephen Girard  
Bldg., Philadelphia, Pa.

### PENN STATE FARMERS' DAY

Farmers' Field Day at the Pennsylv-  
ania State College will be held Friday,  
June 18, instead of the previous day as  
originally planned, T. I. Mairs, director  
of the correspondence courses in agricul-  
ture at the college, who is in charge of  
arrangements, announces.

An alternative program has been plan-  
ned and will be available in case rural  
necessitates holding all meetings indoors.  
Announcements regarding the work of  
the different departments and what vis-  
itors will see in them will be sent out  
soon.

Among the features planned for this  
year are a horse pulling contest, using  
the Penn State dynamometer which took  
part in 15 contests in the state last year;  
an exhibit of rats and chickens, showing  
the effect of nutritional deficiency  
diseases; the dairy herd which averaged  
\$282 per cow above feed cost last year;  
the poultry plant and the college flocks;  
greenhouses, gardens, experimental plots,  
and scores of other interesting things in  
the plant and animal world.

## LATEST MARKET PRICES

**PHILADELPHIA SELLING PLAN**  
The basic and surplus provisions of the Philadelphia Selling Plan again became effective  
with January, 1926. The basic quantity is represented by the average monthly shipment of  
milk during October, November and December, 1925.  
Beginning with January, milk will be paid for by co-operating dealers, on the basic and  
surplus plan. Milk shipped in excess of the basic quantity and equal to it in amount, will  
be paid for on the average New York, 92 score butter, solid pack, price for the month, plus  
20 per cent.  
Milk in excess of the amount equal to the basic quantity will be paid for on a flat New  
York, 92 score, solid pack, butter price, for the month.  
These quotations are based on 3% butterfat milk and a differential of 4 cents for each  
tenth point and 2 cents for each half tenth point up or down, and are for all railroad points.  
(Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is set to the producers and that all  
buyers using it as a basis of payment to producers shall in addition thereto make the follow-  
ing contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts)  
of all milk purchased from any producer at price listed hereon.  
(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46½ quarts)  
of all milk bought from members of said Association.  
(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts)  
of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality  
in production and distribution of milk in the Philadelphia Milk Shed; for improvement and  
stabilization of markets, and for an educational campaign advertising the food value of dairy  
products.

### APRIL BASIC PRICE

F. O. B. Philadelphia

GRADE B MARKET MILK

Test per cent.	Basic Quantity per 100 lb.	Price per qt.
3.1	\$2.94	6.3
3.05	2.96	6.35
3.1	2.98	6.4
3.15	3.00	6.45
3.2	3.02	6.5
3.25	3.04	6.55
3.3	3.06	6.6
3.35	3.08	6.65
3.4	3.10	6.7
3.45	3.12	6.75
3.5	3.14	6.8
3.55	3.16	6.85
3.6	3.18	6.9
3.65	3.20	6.95
3.7	3.22	7.0
3.75	3.24	7.05
3.8	3.26	7.1
3.85	3.28	7.15
3.9	3.30	7.2
3.95	3.32	7.25
4.0	3.34	7.3
4.05	3.36	7.35
4.1	3.38	7.4
4.15	3.40	7.45
4.2	3.42	7.5
4.25	3.44	7.55
4.3	3.46	7.6
4.35	3.48	7.65
4.4	3.50	7.7
4.45	3.52	7.75
4.5	3.54	7.8
4.55	3.56	7.85
4.6	3.58	7.9
4.65	3.60	7.95
4.7	3.62	8.0
4.75	3.64	8.05
4.8	3.66	8.1
4.85	3.68	8.15
4.9	3.70	8.2
4.95	3.72	8.25
5.0	3.74	8.3

When milk is not tested, the price f. o. b.  
Philadelphia is 74 cents per quart.

### APRIL SURPLUS PRICE

F. O. B. Philadelphia

Test per cent.	Class I per 100 lb.	Class II per 100 lb.
3.1	\$1.47	3.0
3.05	1.49	3.05
3.1	1.51	3.1
3.15	1.53	3.15
3.2	1.55	3.2
3.25	1.57	3.25
3.3	1.59	3.3
3.35	1.61	3.35
3.4	1.63	3.4
3.45	1.65	3.45
3.5	1.67	3.5
3.55	1.69	3.55
3.6	1.71	3.6
3.65	1.73	3.65
3.7	1.75	3.7
3.75	1.77	3.75
3.8	1.79	3.8
3.85	1.81	3.85
3.9	1.83	3.9
3.95	1.85	3.95
4.0	1.87	4.0
4.05	1.89	4.05
4.1	1.91	4.1
4.15	1.93	4.15
4.2	1.95	4.2
4.25	1.97	4.25
4.3	1.99	4.3
4.35	2.01	4.35
4.4	2.03	4.4
4.45	2.05	4.45
4.5	2.07	4.5
4.55	2.09	4.55
4.6	2.11	4.6
4.65	2.13	4.65
4.7	2.15	4.7
4.75	2.17	4.75
4.8	2.19	4.8
4.85	2.21	4.85
4.9	2.23	4.9
4.95	2.25	4.95
5.0	2.27	5.0

### SURPLUS PRICES

Monthly Surplus Prices

4% milk at all receiving stations

Class I	Class II
1.92	1.59
1.91	1.57
2.25	1.7
2.12	1.75
2.02	1.68
2.01	1.67
2.01	1.67
2.05	1.7
2.25	1.92
2.15	1.79
2.19	1.77
2.04	1.69
1.87	1.55

### MAY BASIC PRICE

F. O. B. Philadelphia

GRADE B MARKET MILK

Test per cent.	Basic Quantity per 100 lb.	Price per qt.
3.1	\$2.71	5.8
3.05	2.73	5.85
3.1	2.75	5.9
3.15	2.77	5.95
3.2	2.79	6.0
3.25	2.81	6.05
3.3	2.83	6.1
3.35	2.85	6.15
3.4	2.87	6.2
3.45	2.89	6.25
3.5	2.91	6.3
3.55	2.93	6.35
3.6	2.95	6.4
3.65	2.97	6.45
3.7	2.99	6.5
3.75	3.01	6.55
3.8	3.03	6.6
3.85	3.05	6.65
3.9	3.07	6.7
3.95	3.09	6.75
4.0	3.11	6.8
4.05	3.13	6.85
4.1	3.15	6.9
4.15	3.17	6.95
4.2	3.19	7.0
4.25	3.21	7.05
4.3	3.23	7.1
4.35	3.25	7.15
4.4	3.27	7.2
4.45	3.29	7.25
4.5	3.31	7.3
4.55	3.33	7.35
4.6	3.35	7.4
4.65	3.37	7.45
4.7	3.39	7.5
4.75	3.41	7.55
4.8	3.43	7.6
4.85	3.45	7.65
4.9	3.47	7.7
4.95	3.49	7.75
5.0	3.51	7.8

When milk is not tested, the price f. o. b.  
Philadelphia is 64 cents per quart.

### MAY BASIC PRICE

F. O. B. Philadelphia

GRADE B MARKET MILK

Prices are less freight and receiving station charges.	Basic Quantity Freight Rates	Price
Miles	100 lbs	3% Mils
1 to 10 incl.	268	2.19
11 to 20 "	282	2.21
21 to 30 "	303	2.17
31 to 40 "	313	2.16
41 to 50 "	329	2.14
51 to 60 "	343	2.13
61 to 70 "	364	2.11
71 to 80 "	3710	2.10
81 to 90 "	389	2.09
91 to 100 "	399	2.08
101 to 110 "	414	2.08
111 to 120 "	429	2.05
121 to 130 "	434	2.04
131 to 140 "	445	2.03
141 to 150 "	460	2.02
151 to 160 "	475	2.00
161 to 170 "	480	1.99
171 to 180 "	500	1.97
181 to 190 "	510	1.97
191 to 200 "	520	1.96
201 to 210 "	535	1.94
211 to 220 "	540	1.94
221 to 230 "	550	1.93
231 to 240 "	556	1.92
241 to 250 "	576	1.91
251 to 260 "	581	1.90
261 to 270 "	591	1.88
271 to 280 "	598	1.86
281 to 290 "	600	1.86



## DAIRY COUNCIL SERVICE

The various departments of the Dairy Council are at your service and will assist you in planning

### Educational Entertainment

#### For Your Community, Local, or Club Meetings

The Dairy Council has carried the message of "Milk for Health" to hundreds of thousands of producers and consumers in the Philadelphia Milk Shed.

Let us help you in planning your Entertainments. Lectures. Lantern Slides, Posters, Short Plays for the Children, Motion Pictures, etc., are available without cost for Inter-State Milk Producers' Association Locals, Community Meetings, etc., held within the territory of the Philadelphia Milk Shed.

Write for detailed information and programs.

### Philadelphia Inter-State Dairy Council

Boyetown Building, Philadelphia, Pa.

#### MILK DISTRIBUTION CHEAPER THAN UNITED STATES POSTAGE

The quart of milk that comes to your doorstep each morning is delivered cheaper than the postman can do it, according to an investigation made by the National Dairy Council. The bottle of milk usually weighs 3½ pounds and costs 4-2 cents to deliver by the milkman, the Council finds. The same weight requires 9 cents to deliver by parcel post.

When compared with mail, milk has a still greater handling problem, because it is perishable and must be delivered quickly. It must be kept cool and handled under strictly sanitary conditions throughout the time it leaves the dairy cow and is delivered on the doorstep. Pasteurization, refrigeration, bottling and sterilization are the most expensive steps in any city's milk supply, the Council reports. These processes are public safeguards for which the consumer is willing to pay, as shown by a check-up on the almost universal high standards required by city ordinances throughout the country.

Under current conditions, if the farmer delivers his morning's milk and a letter at the station at the same time, addressed to the same city person, the milk will be delivered many hours sooner than the letters, unless a special delivery stamp is used on the mail.

In addition to this feature the Council points out that no special delivery stamp is necessary to secure milk service at any time during the day in most cities, which is an added saving to the consumer. Then, too, the bottles are returned and require special cleaning and handling by the distributors of milk, a cost that Uncle Sam does not have in his mail service.

#### EARLY CULTIVATION CONTROLS SERIOUS PESTS

Cultivation of the orchard in the early spring will do much toward controlling certain insects and plant diseases, according to T. L. Guyton, Bureau of Plant Industry, Pennsylvania Department of Agriculture. In the apple orchard the curculio will be in a measure controlled, and the early cultivation will also do much in lessening apple scab infection.

In the peach orchard it is very important that early cultivation be done, especially is this true in the southeastern part of the State in which the Oriental fruit moth has established itself. Up to this time no direct method of control by spraying is entirely satisfactory for this insect. Early cultivation, particularly disking, destroys such of the overwintering larvae of the peach moth as have spun up in the soil, and in such material as weed stems and the like on the ground. The cultivation should be quite thorough.

Not only will cultivation help in controlling the Oriental fruit moth, but it will do much to control the curculio and the brown rot of stone fruit. This disease overwinters for the most part in mummied fruit on the ground, and if these fruits are buried deep and the top soil is kept rather dry by cultivation, the disease will not have a chance to produce the spores which are hatched from the mummied fruit.

In the grape vineyard, early cultivation will bury the old leaves of the past season upon which may be the cocoons of the grape berry moth and thus destroy them. The mummied berries resulting from the attack of the black rot will also be buried and not given a chance to produce the spores which infect the vines in the early spring.



### TWO SALADS EVERY DAY

The average individual may have been eating one salad a day, but in Spring, it is necessary to increase salads to two a day to take the place of Spring tonics often suggested by the doctor to build up run down systems, or perhaps take the place of Gramma's sulphur and molasses. There is probably no single dish in our dietary which lends itself to as much variation as does the salad.

Fish, meat, cheese and egg salads may be used as the main dish of the meal, while the vegetable salad may be substituted for the various vegetable dishes served at the meal. Lastly, the fruit salad may be served in the place of dessert.

The leafy vegetables which may be used as the foundation in salad making are cabbage, romaine, endive, watercress, lettuce and celery leaves.

Salads made of greens should always be served crisp and cold. The vegetables are best when washed, allowed to stand in cold water (if used raw) until crisp, then placed in a cold place till serving time. Do not allow to stand in salted water as they will wilt.

Fish of many kinds, especially shell fish lend themselves to making most appetizing salads while meats—especially the left over ones, may be attractively combined with vegetables. Cheeses, both hard and soft, blend nicely with vegetables and fruit salads to give variety. Fruits are perhaps the most appetizing of all. Apples, pears, cherries, bananas, peaches, citrus fruits (oranges, grape fruit and lemons) grapes and many dried fruits such as figs, raisins, dates and prunes may all be used in a variety of combinations. These fruits contain certain mineral salts which have a stimulating action on the kidneys and some of them have a laxative effect. Because of their high content of woody fiber they retain water in the intestine and produce physical properties in its contents which render them more easily eliminated.

Why not try one of the following:

#### SALMON SALAD

- 1 can salmon
- 2 c. chopped cucumber
- 12 olives
- 3 tbsp. sweet green pepper
- Mayonnaise salad dressing.

Remove bones from salmon and break in pieces, add chopped cucumber, then chopped green pepper. Sweet red pepper may be used instead of green if desired. Mix all this together then add enough mayonnaise and salt to season well. Arrange on a bed of lettuce or water cress and garnish with two or three stuffed olives.

This is a very refreshing salad to serve in warm weather.

#### STUFFED TOMATO AND CHICKEN SALAD

- 2 c. chicken meat cut fine
- 2 c. chopped celery
- 1 tbsp. onion juice
- 4 tbsp. pimentos or green peppers
- 1 tbsp. capers (if desired)
- 6 whole tomatoes

Mix all the above ingredients together and season well with salt and mayonnaise or boiled salad dressing as desired. Remove the stem end of a tomato about an inch in depth. Save this for soup making. Fill the cavity with the chicken mixture and serve on a bed of lettuce. Place additional mayonnaise on the side on a small lettuce leaf. This is an excellent way of using left over meats of most any variety.

#### LONG ISLAND SALAD

On crisp lettuce place a slice of pineapple, on this a mound of well-seasoned cottage cheese mixed with sweet or sour cream, a cherry or bright colored berry on top. Serve cold with French or boiled dressing.

#### STUFFED CELERY

Fill celery stalks of uniform size with cottage cheese that has been seasoned with paprika, salt and lemon juice or olives.

#### STUFFED PRUNE SALAD

Through a lengthwise cut remove stones and from cooked or steamed prunes. Fill with cottage cheese seasoned and mixed with sweet or sour cream. On crisp lettuce leaves arrange stuffed prunes, star fashion, around mound of cottage cheese. Serve with Russian or any desired dressing.

#### SUGGESTED VEGETABLE COMBINATIONS FOR SALADS

1. Spinach, beets—garnish with hard cooked egg.
2. Tomato onion and green pepper.
3. Carrots (raw) celery and raisins.
4. Celery, cabbage and peanuts.
5. Asparagus, tomato and green pepper.
6. Cucumber, tomato and green pepper.
7. Potato, onion, celery, green pepper, hard cooked egg.
8. String beans, peas, carrots (raw), potato, celery and onion.
9. Stuffed tomato with cabbage and celery.
10. Cabbage and coconut.
11. Cabbage and pineapple.
12. Cabbage and apple.
13. Cabbage slaw—chopped cabbage and sour cream dressing.

#### SUGGESTIONS FOR FRUIT SALAD

- |            |         |         |
|------------|---------|---------|
| Oranges    | Bananas | Raisins |
| Grapefruit | Peaches | Dates   |
| Apples     | Celery  | Figs    |
| Pineapple  | Grapes  | Nuts    |
| Prunes     | Pears   |         |

#### ORANGE PINEAPPLE AND BANANA SALAD

- 2 oranges
- 2 slices pineapple
- 1 banana
- 1 c. chopped dates

Cut fruit and mix with dates. Serve with whipped cream dressing and garnish with a cherry.

#### SALAD DRESSING

No general law may be given for the serving of certain salad dressings. Some like French Dressing on many salads while others prefer mayonnaise, boiled, or sour cream dressing. If the dressings contain much butter or oil they are higher in food value and perhaps are best served on salads when the salad is used as the basis of the meal. French dressing is best used when the salad is served as part of a heavy meal.

#### Mayonnaise

- |                    |                    |
|--------------------|--------------------|
| ½ t. mustard       | 1 egg yolk         |
| ½ t. sugar         | 1 tsp. vinegar     |
| ½ t. salt          | ½ c. salad oil     |
| few grains cayenne | 1 tsp. lemon juice |

Place egg yolk in a bowl add sugar, salt, mustard, cayenne and vinegar and stir. Beat with Dover egg beater adding oil gradually. (1 tsp. at a time at first — then when thickens add more liberally.) Lastly add lemon juice. Keep in a cold place.

#### French Dressing

- |                             |                    |
|-----------------------------|--------------------|
| ½ tsp. salt                 | ½ tsp. dry mustard |
| ½ tsp. pepper               | 1 tsp. onion juice |
| ½ tsp. sugar                | ½ c. salad oil     |
| ½ c. vinegar or lemon juice |                    |

Mix dry ingredients thoroughly. Add other ingredients and beat with a fork until well mixed.

Variations—Two tablespoons of catsup or chili sauce or a half teaspoon of Worcestershire Sauce may be used to give a desirable flavor.

### PHILADELPHIA HOME ECONOMICS ASSOCIATION HOLDS MEETING

#### DR. McCOLLUM MAKES ADDRESS

The Philadelphia Home Economics Association and the Philadelphia Inter-State Dairy Council co-operating, had an interesting meeting at Conwell Hall, Temple University, Philadelphia, Pa., at which Dr. E. V. McCollum, School of Hygiene and Public Health, Johns Hopkins University, Baltimore, Md., was the principal speaker. Over 300 persons attended the meeting.

Dr. McCollum, who is one of the foremost dietitians in the country made an interesting address in which he told about the present state of our knowledge of vitamins, how far we have progressed in their isolation and in discoveries about their distribution and nature. He said "that vitamin B. is in reality two substances, rather than one and that we possess evidence as to just what happens when each of these substances is lacking from the diet."

Dr. McCollum, referred to what has already been accomplished during the past five or six years in the matter of supplying scientific knowledge of nutrition to practical problems such as the better management of infants and what that will mean for their health in later years: the matter of instituting dietary reform, especially through work with school children.

He spoke of the dietetic management of cases of non-union fractures, that is, broken bones which have refused to heal for even four or five years. We have been able to manage such cases successfully in nearly every case.

"Old Age":—Dr. McCollum said "had appeared sooner than necessary among many people and their bodies have become a prey to disease, which by instituting dietary reforms in early life could have been avoided."

The importance of the care of the teeth and the removal of diseased tonsils, in the prevention of so-called degenerative diseases was advocated.

#### GIVE THE FARM HOME A DISTINCTIVE NAME

"Name your farm home" is the slogan of a movement fostered by home demonstration agents in Tennessee for the past four years. More than 3,000 homes have already been named, according to a report received by the United States Department of Agriculture. This year the idea is again being stressed, as there are still many homes which have not registered a distinctive name either with the extension service or the State Department of Agriculture. The State recently passed a law permitting such registry.

Farm home owners are urged to give some thought and trouble to the selection of the right name. It should be dignified, suitable, lasting, not too common, easy to say, easy to read, and easy to remember. It should appear on the mail box or over it, or on a signboard, or on the gate. It is intended that it should be used on letterheads and on the label of anything sold from the farm.

The naming of the farm home is often the first step in general home improvement. There is an effort to live up to the spirit which has been embodied in the new name. The indirect effect of the name can often be seen in the grading and standardizing of products offered for sale.



Just these 4 patented Surge Inflation—that's all the rubber tubing you have to wash with The Surge Milker.

The Surge Milker DOES AWAY with all Long Tubes and Claws.

You men who have TRIED and KNOW how hard it is to wash and keep Long Tube—Claw Type milkers clean will heartily welcome The Surge Milker. You know that dirty tubes and dirty claws are bacteria breeders and contaminate your milk.

You men who are not using a milker, but should, will do well to investigate The Surge and save yourself trouble later.

The Surge having NO Long Tubes and NO Claws has NO recesses for milk to lodge in and breed bacteria. The milk travels only 4 scant inches from teat to pail—a short, direct, clean route. Nature keeps the milk clean in cow's udder. These 4 Surge Inflation deliver the milk CLEAN. All of which shows why NO Long Tube—Claw Type Milker can compare with The Surge in the production of clean milk.

Surge Owners find it EASY to produce Grade "A" milk and enjoy premium prices EVERY DAY.

Here's a fair proposition: We know you are losing money every day if you are not using The Surge Milker. Are you willing to have us PROVE that to you with no cost or obligation on your part? Read about our liberal offer below. That's certainly fair. Can you afford to delay?

### Pine Tree Milking Machine Co.

2843 West 19th Street, Dept. 26-95, Chicago, Ill.

#### Our "Prove It On Your Own Cows" Offer

We will install The Surge Milker COMPLETE in your barn—FREE—and show you that The Surge WILL milk your cows better, cut your costs and ACTUALLY help you produce Grade "A" milk. If you are not then convinced—no cost, no obligation and we will remove the outfit—no cost, no obligation on your part. This is the REAL TEST of any milker. We know that if you will give The Surge this FREE TRIAL you will SEE, KNOW and be glad to arrange terms to suit your convenience. Get the facts about this big offer NOW!

#### Mail This Coupon NOW!

Philade. Milking Machine Co., Dept. 26-95

BOURSE BLDG., PHILADELPHIA, PA.

Please send me without cost or obligation your FREE Surge book telling all about The Surge Milker and also tell me about your special FREE—"Prove It On Your Own Cows" offer on The SURGE Milker. (Please give this information)

Number of cows milked ..... R.F.D. ....

Do you use electricity? .....

Name .....

Address .....

#### APPROPRIATE

"Mother," said Johnny, "it is correct to say 'you water a horse' when he's thirsty?"

"Yes, quite correct."

"Then" (picking up a saucer) "I'm going to milk the cat."

Uncle Ab says no one expects to get rich farming but a lot of good country folks have lived for the benefit of those around them instead of piling up an estate for their heirs to fight over.

#### REPORT OF QUALITY CONTROL ACTIVITIES

April 29, 1925—April 29, 1926

	1925	1926	Diff.
Number inspections made to date .....	46,315	20,750	25,565
Number Temporary permits issued .....	19,070	16,186	2,884
Number Permanent permits issued .....	7,205	4,152	3,053
Report for March			
Number Sediment tests made .....	2,776	1,161	1,615
Number meetings held .....	4	3	1
Total attendance .....	138	405	
Reels movies shown .....	6		
Number inspections made .....	2,547	2,402	145
Number miles traveled .....	17,673	16,687	986



# Save \$4. to \$8 a Ton on your DAIRY FEED

ARE you paying too much for your dairy feed? Get our prices on Michigan State Rations and see. If you are paying a cent more than our prices you are paying more than you need to.

## Michigan State Rations

—are made from open formulae prepared especially for the use of Michigan State Herds. They contain exactly the right elements for big milk production. Dairy men everywhere report bigger production and lowered feed costs with these feeds.

## Sold Direct to You

with the least possible milling and selling cost. No middleman's profit—no expenses and commissions for salesmen. You pay only for materials and milling. That's why we can sell Michigan State Rations for \$4.00 to \$8.00 per ton less than other feeds cost.

Write today for full particulars. Tell us what your herd is now eating and we'll tell you which of the eight Michigan State Rations is best suited to your needs. And we'll save you some real money.

A. K. ZINN & CO.,  
205 Liberty St. Battle Creek, Michigan

**MICHIGAN STATE RATIONS**  
Open Formulae, Scientifically Balanced Dairy Feeds.  
Used by State Herds of Michigan, Michigan State Grange, Cow Testing Associations and thousands of Dairy-men.  
Eight different Formulae according to need of herd.  
Increases Milk Production and Dairy Profits.

LET US  
DESIGN  
YOUR  
STATIONERY



PEDIGREE  
CATALOGS  
OUR  
SPECIALTY

**HORACE F. TEMPLE**  
PRINTER

BELL PHONE No. 1 WEST CHESTER, PA.

TRADE MARK **NICE** REG. U.S.A.

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## BULL BRAND FEEDS DAIRY STOCK POULTRY



Weigh the feed, you are using and the milk it produces; then switch to B. B. (BULL BRAND) Dairy Ration and note the improvement.  
MARITIME MILLING COMPANY, INC.  
Office: Chamber of Commerce Bldg., Buffalo, N. Y.  
Mills: Hopkins and Lockwood Sts., Buffalo, N. Y.

COST LESS — PRODUCE MORE



## HOLSTEINS

Higher prices at public auctions, a greater number of profitable private sales, an increased demand for bulls of serviceable age—these things indicate a healthy condition of the Holstein business and prove the wisdom of investing in "The Farmers Cow."

The Extension Service

Holstein-Friesian Association of America

232 EAST OHIO STREET

CHICAGO, ILL.

## PLAN BEFORE BUILDING

Are you building a new dairy barn this spring? Plan it carefully so that it will best and most economically serve its purpose as the factory or workshop of the dairy farm, say Pennsylvania State College dairy specialists.

If your budget wasn't started on New Year's day, now is the next best time to start it.

When answering advertisements please mention the Milk Producers' Review.

## DAIRY INDUSTRY CONFERENCE—WASHINGTON, D. C.

(Continued from page 1)

of various types of stables, bedding, ventilation and methods of supplying water, etc., to the cows is studied. The development of the use of Vitamin E (sprouted oats) to control the fertility of both cows and bulls has been studied and developed. This experimental work is carried on with two breeds of cattle, Holstein Friesian and the Jerseys.

### Dairy Luncheon

On Tuesday, the Bureau of Dairying gave the Conference a Dairy Luncheon, served in the laboratories of the Bureau.

This was a most unique luncheon. The following menu was served.

### Spaghetti With Tomato Sauce and Parmesan Cheese

The Parmesan cheese was made in the laboratory May 17, 1922. Cheese of this type is imported from Italy in large quantities and although it is made from partly skimmed milk it is one of the highest priced cheeses on the market.

### Lettuce Salad With Roquefort Dressing

The Roquefort cheese was made from cow's milk at the Grove City Creamery by a method developed in the Bureau of Dairying.

materials in this type of candy is egg albumen, of which about twelve million pounds are imported from China. Confectioners pay from one dollar to one dollar and fifty cents per pound for this material and have shown much interest in a possible substitute.

### Coffee, Milk and Cream

The milk and cream were produced on the Beltsville Experimental Farms.

### Tuesday Afternoon and Wednesday Sessions

These sessions of the Conference were held in the Administration Office of the Bureau of Agricultural Economics.

Lloyd S. Tenny, assistant chief in charge of service and regulatory work, made an interesting address outlining the work of the Bureau. This was supplemented with addresses by various departmental chiefs. Divisional discussions were led by

M. L. Wilson, Farm Management and Cost of Production.  
W. F. Callander, Crop and Live Stock Estimates.  
O. C. Stine, Statistics and History Research.



Inspecting the Experimental Dairy Herds—Beltsville, Md.

Over one thousand cheeses are now made each year at Grove City and retailed at 60 cents per pound.

### Bread and Butter

The bread was made by the Bureau of Dairying experimental baker, using skimmed milk powder made in the laboratory from milk from the Beltsville Experimental Farms. The milk powder was made by a process which insures proper baking quality.

The butter was made at Grove City by the sweet cream method developed in the Dairy Division laboratories in 1906.

### Swiss Cheese

This cheese was made in the laboratory from milk from the Beltsville Experimental Farms, using methods developed in the Bureau of Dairying. These methods include clarification of the milk and the use of pure cultures to control the fermentation.

### Ice Cream and Cake

The ice cream was made in the laboratory from cream produced on the Beltsville Experimental Farms.

The cake was made by our experimental baker using in place of eggs a soluble powder made in the laboratory from Swiss cheese whey.

### Nougats

This candy was made in the carbohydrate laboratory of the Bureau of Chemistry using whey powder made in the Bureau of Dairying laboratories, in place of dried egg albumen. About one-fourth of the cost of the

C. L. Christensen, Agricultural Co-operation.  
Roy C. Potts, Marketing Dairy Products.  
J. Clyde Marquis, Information Service and Publicity.

A short report was made on the work of the Bureau of Animal Industry and Tuberculosis Eradication and a statement was made regarding the cattle grub and its control.

Secretary of Agriculture, William Jardine, addressed the Conference at the Wednesday morning session. After welcoming the representatives of the Dairy Industry he spoke at length upon the program of the department and outlined briefly the various proposed methods of legislation which he believed would assist the farmer in establishing a stabilized agricultural marketing program.

Following his address, Secretary Jardine accompanied the Conference to the White House, where the various delegates had the opportunity of meeting Calvin Coolidge, President of the United States.

The first effort to bring the representatives of the Dairy Industry to a better understanding of plans, program and methods of conducting the great work of the Bureau of Dairying, Agricultural Economics and Animal Industry had been most aptly illustrated and every representative present felt that the time given to attend this Conference was time very well spent.

## NEW JERSEY STATE BOARD OF AGRICULTURE HOLD MEETING

Two constructive projects, including a survey of the credit situation as it affects farmers in the State of New Jersey and a study of electric light and power facilities for rural communities, have been endorsed by the New Jersey State Board of Agriculture. At a recent meeting of the Board there was a complete discussion of the responsibilities of the Board for agricultural improvement, and Secretary William B. Duryce was instructed to conduct a rigid inquiry of the subjects and report at a subsequent meeting on the progress made in their development.

In connection with the credit situation, work has already been started in co-operation with the New Jersey State Bankers' Association. A questionnaire will be sent by the bankers' agricultural committee to all banks in the state serving the farmers, completely covering their credit activities. The Agricultural Department will also forward to the farmers a questionnaire for the purpose of securing an expression on the needs for credit and the development of a more constructive policy in making loans.

In view of the fact that many western states have made great progress in supplying farmers with electric current at reasonable cost, the State Board expressed the opinion that New Jersey offered similar opportunities in this direction. A survey looking toward the expansion of electrical energy has been started under the direction of H. B. Weiss, chief of the Bureau of Statistics and Inspection of the State Department.

With increasing competition from producing areas outside the state, the Board felt that every available opportunity should be seized for developing rapid transit of fruits and vegetables so that Jersey produce could be transported to the markets early and, therefore, bring satisfactory prices. This project contemplates a demonstration in combined rail and truck shipments, the trucks serving as feeders to important stations, thus enabling fast express trains to make fewer stops and bringing the produce to the markets more quickly and in better condition. This project is also under way under the direction of H.B. Bamford, of the Bureau of Markets.

Nearly 3,000 herds of cattle are now under supervision as the result of intensive work carried out in the last few years in testing individual herds. It was decided by the State Board, however, to take a step forward whereby the work could be carried out on an area basis, eradicating tuberculosis from counties and townships by united action of all herd owners where public sentiment will bring about the desired result. Plans for this project are now being carried out by the Bureau of Animal Industry, and actual work will be started in the near future.

Secretary Duryce stated that in carrying out these projects the resources of the State Department will be fully utilized, and other agricultural agencies of New Jersey and nation will be asked to co-operate where joint action is desirable.

## NEW PENNSYLVANIA GUERNSEY RECORD

The new Guernsey state champion of Pennsylvania in class AAA (mature cow, 305 record, milked twice daily) is Midgetta 107991, with a record of 12525.2 pounds of milk, containing 597.1 pounds of butterfat. She was bred by Fred W. Card, Sylvania, and is now owned by G. H. Munro, Sylvania.

# An EXTRA Month in the Barn ~ Puts EXTRA Milk in the Pail



Some morning before long your pastures are going to spring into life; and as the grass shoots up—fresh, green and inviting—your natural thought is going to be, "Time to turn the cows out."

But wait! You will pay later for haste now—pay in lower milk production next fall and winter; pay heavily in poorer condition of your cows; pay in damage to your pasture.

Succulent, new grass is deceptive. True, it has a tonic effect on cows—stimulates both them and their milk flow for a while. But the increase won't keep up because tender spring grass is mostly water and cows can't eat enough grass to get the nourishment needed for milk production and body maintenance. Milk produced on a ration of grass alone is literally taken off the cow's back, and sooner or later you will pay the bill when the milk yield drops.

Further, the constant trampling of soft new pasture injures it immeasurably; close cropping tears and kills the tender grass roots. There is no surer way to ruin good pasture than to graze cows on it too early in the year.

Feed your cows their full ration of Larro for another month, and you protect your pasture and keep up steady milk production. Feed enough Larro throughout the summer to supply the food values that pasture lacks, and you not only maintain milk production now, but bring your cows into the fall season of highest milk prices in condition to earn the biggest possible profits.

Obey this warning of experience—keep off the grass—stay on Larro at least 30 days longer than your eyes tell you is necessary. This policy will pay you back two-fold.

THE LARROE MILLING COMPANY  
DETROIT, MICHIGAN



**Larro**



The Safe Ration For Dairy Cows

Also a complete line of Poultry Feeds—as good for your chickens as our Dairy Feed is for your cows.

(623)

## WHAT CO-OPERATION CAN DO

By working together in a co-operative association, a group of farmers can:

1. Improve productive practices.
2. Improve the grading, standardization and the quality of a product.
3. Stabilize the market supply and thus help to stabilize prices.
4. Secure marketing facilities not otherwise available.
5. Provide a method of selling their surplus production.

—Weekly News Bulletin, Pennsylvania Department of Agriculture.

Heifers that are due to freshen in the spring should be worked with a little, so that they will be used to having their udders handled.

## BIGGER MILK PROFITS

Let me tell you how you can get a larger milk check every week. How each cow's lactation period can be lengthened. **Milk Flow Increased** Not a feed—but a sure guide to larger milk and cream profits. Save work—get more milk.

Write today telling me how many cows you have and I will send full information and Free Book. **H. C. OVERMAN** 4320 White Street, OTTAWA, KANSAS BOX 4320 10th Floor, PITTSBURGH, PA.



## Maple City SILOS

HIGH QUALITY LOW PRICE

\$225.00 for a 12 x 24 Spruce Silo

Other Sizes in Proportion Write us or we both lose

Free Seed Corn with Early Order

**MURRAY CO.** Honesdale, Pa.

Mention Milk Producers Review when writing advertisers

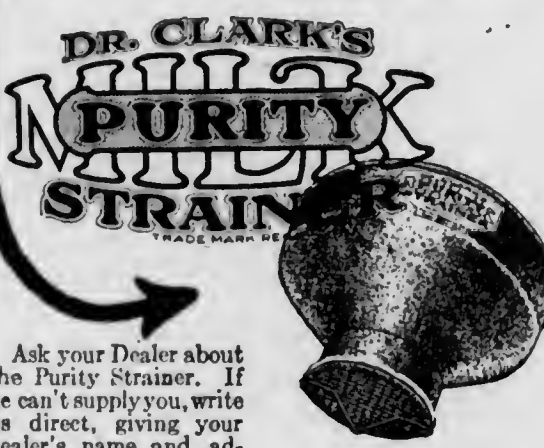


## "I Wouldn't try to Sell Milk Without It"

Gentlemen. Have tried other strainers but could never get our milk entirely clean until we bought a Dr. Clark Purity Strainer. Would not try to sell milk without it now. Three of our neighbors use them and they all say they are just as guaranteed. We are perfectly satisfied.

Yours truly,  
Mrs. Elizabeth Borta.

Thousands of farmers and milk producers have had similar experiences with the Dr. Clark Purity Milk Strainer. It has helped them find the way to better milk profits. Purity-strained milk practically assures the Grade "A" test because ALL the dirt is removed. That is our guarantee—every particle of dirt and sediment removed or your money refunded.



**Purity Stamping Co.**  
Dept. F Battle Creek, Mich.  
PURITY Cotton Discs are made in any size from 3 1/2 in. to 7 in. diam., for all makes of strainers or filters. Send for a trial order.

## UNADILLA SILOS

### So easy to erect

You need no expensive hired help to aid you in the erection of your Unadilla silo. Anyone around the place, man or boy, can be of sufficient help.

The parts are simple and fit perfectly. The staves are united with steel splines and the joints break correctly all around the silo.

The ease with which the Unadilla is erected will save you actual dollars and cents on your silo-purchase.

Send for the big catalog showing also Unadilla water tubs, storage tanks and vats.

Easy payments if desired.

**UNADILLA SILO CO.**  
Box D Unadilla, N. Y.

Spring-time is nursery-time on the farm. Chicks, pigs, and lambs all pay big returns for time spent on them while they are getting their start.

## PENN STATE DAIRY EXPOSITION

(Continued from page 1)

### Winners

**Butter Judging—**  
First—J. L. Soponis, Minersville, Schuylkill County. \$5.00 (gold) presented by the Supplee-Wills-Jones Milk Co., Philadelphia.

Second—J. H. Erb, Harrisburg, Dauphin County. Pocket Thermometer, presented by the Gowing Dietrich Co., Syracuse, N. Y.

**Cheese Judging—**  
First—J. R. Iams, Sycamore, Green County. \$5.00 (gold) Supplee-Wills-Jones Milk Co., Philadelphia.

Second—F. E. Geyer, Birdsboro, Berks County. Ice Cream Trade Journal, New York City.

**Ice Cream Judging—**  
First—L. G. Roseberry, Pottsville, Schuylkill County. Ice Cream Field, five years subscription, presented by Ice Cream Field, Atlanta.

Second—F. E. Geyer, Birdsboro, Berks County. Ice Cream Field, five years subscription.

**Milk Judging—**  
First—J. L. Soponis, Minersville, Schuylkill County. Silver cup, Dairymen's Supply and Equipment Co., Pittsburgh, Pa.

Second—F. E. Geyer, Birdsboro, Berks County. Pocket Thermometer, Gowing Dietrich Co., Syracuse, N. Y.

**Prizes for Judging of All Products:**  
First—J. L. Soponis, Minersville, Schuylkill County. Silver Cup and Medal, DeLaval Separator Co., New York City.

Second—F. E. Geyer, Birdsboro, Berks County. Creamery and Milk Plant Monthly, Chicago.

Third—L. G. Roseberry, Pottsville, Pocket Thermometer, Gowing Dietrich Co., Syracuse, N. Y.

Fourth—J. R. Iams, Sycamore, Montgomery County. Pocket Thermometer, Gowing Dietrich Co., Syracuse, N. Y.

Fifth—C. H. Minster, Altoona, Blair County. Pocket Thermometer, Gowing Dietrich Co., Syracuse, N. Y.

Sixth—L. W. Stranahan, Spartansburg, Crawford County. Pocket Thermometer, Gowing Dietrich Co., Syracuse, N. Y.

### For Clean Milk Contests

**Winners**  
First—F. W. Morrow, Camptown, Bradford County. Silver Cup and Medal, presented by the Inter-State Milk Producers' Association, Philadelphia, Pa.

Second—D. S. Keller, Dawson, Fayette County. \$5.00 (gold), Supplee-Wills-Jones Milk Co., Philadelphia, Pa.

Third—J. E. Stoff, Thordale, Chester County. Wizard Sediment Tester, by The Creamery Package Mfg. Co., Philadelphia, Pa.

Fourth—L. R. Bennett, Westford, Crawford County. Butter, Cheese and Egg Journal, Olsen Publishing Co., Milwaukee, Wis.

### Dairy Cattle Fitting Contest

**Winners**  
**Ayrshires—**  
Aged Cow—William Lepper, Jr., Aspinwall, Allegheny County, Pa. Ayrshire Digest, Ayrshire Breeder Association, Brandon, Vt.

Two-year-old—G. E. Baker, Elizabethtown, Lancaster County, Pa. Ayrshire Digest, Ayrshire Breeder Association, Brandon, Vt.

**Heifers—**W. Deane Johnston, Howard, Centre County, Pa. Ayrshire Digest, Ayrshire Breeder Association, Brandon, Vt.

**Breed Champion—**W. Deane Johnston, Howard, Centre County, Pa. Silver cup and medal presented by Penna. Ayrshire Breeders Association.

**Guernseys—**  
Aged Cows, 1—J. D. Hosterman, Spring Mills, Centre County, Pa. Guernsey Breeders Journal, American Guernsey Breeders Association.

Two Year Olds—R. B. Dickerson, Easton, Northampton County, Pa. Guernsey Breeders Journal, American Guernsey Breeders Association.

**Breed Champion—**F. E. Hartwell, New Hope, Pa. Bucks County Guernsey Breeders Association.

**Breed Champion—**R. B. Dickerson, Silver cup and medal presented by Eastern and Western Pennsylvania Guernsey Breeders Association.



Inter-State Milk Producers' Association Solid Silver Trophy for Clean Milk Production.

**Holsteins—**  
Aged Cow, 1—G. R. Sharples, London Grove, Chester County, Pa. Type and Production Booklet, Holstein-Friesian Association of America.

Aged Cows, 11—M. A. Farrell, Waverly, Lackawanna County, Pa. Holstein-Friesian Register, Lacona, New York.

Two Year Olds—A. E. Ifft, Slippery Rock, Butler County, Pa. Holstein Breeder and Dairyman, Harrisburg, Pa.

Sr. Yearlings—D. C. Way, State College, Centre County, Pa. Holstein Breeder and Dairyman, Harrisburg, Pa.

**Breed Champion—**G. R. Sharples, London Grove, Chester County, Pa. Silver cup and medal, Pennsylvania Federation Holstein-Friesian Clubs.

**Jerseys—**  
Aged Cows, 1—J. T. Alberston, Bloomsburg, Columbia County. Jersey Bulletin, Indianapolis, Ind.

Aged Cows, 11—C. W. Grotzinger, St. Marys, Elk County. Bronze Medal, Ralston Purina Co., St. Louis, Mo.

Heifers—R. W. Hummer, Titusville, Crawford County, Pa. Jersey Bulletin, Indianapolis, Ind.

**Breed Champion—**J. T. Alberston, Bloomsburg, Columbia County, Pa. Silver cup and medal, presented by Penna. Jersey Breeders Association.

2. G. V. Gifford, Munhall, Pa. 3. R. W. Hummer, Titusville, Crawford County, Pa.

(Continued on page 11)

## Turn It Into Milk!

### With "Special Dairy"

Low big-crop prices for corn and other homegrown grains, with good prices for milk, make conditions just right for the owner of milch cows. Don't sell feed at low prices when you can get more for your crops by turning them into milk.

This year it will pay everyone to turn corn, oats, and forage into milk. Milk contains protein, sugar, fat, mineral and water. The dairy ration must contain all these ingredients in correct proportion to get milk in paying quantities. Home grown grains are excellent as part of the ration. But fed alone, unbalanced, are a costly mistake. Unbalanced rations are wasteful. They do not contain all the milk elements.

### INTERNATIONAL Special Dairy Feed

is a sweet, tasty, appetizing feed that rounds out the ration so that the cow is supplied with every element she needs to make milk. Thousands get more milk—quarts in place of pints—profits instead of losses—by using Special Dairy.

Special Dairy makes cows turn feed into milk faster. Big volume milk is low-cost milk. Special Dairy contains rich cane molasses that tempts the appetite—cows eat more, drink more water, digest better, give more milk—milk that costs you less per quart.

**Special Dairy Guarantee**  
Your interests are protected in using Special Dairy by our unconditional, million-dollar guarantee that every 100-lb. sack fed will increase the milk yield at least "20 Extra Quarts" over any unbalanced ration. Less milk production brings prompt remittance of difference in cash.

Thousands are getting extra milk profits with Special Dairy. You can get them too. Order a trial ton from your local dealer today and insist on the sack with the red sawtooth border or write for name of nearest dealer. It will pay you well.

**International Sugar Feed Co.**  
Minneapolis, Minn.  
20 Extra Quarts From Every Sack—GUARANTEED!



## Willard

### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

### Pusey & Young Storage Battery Station

West Chester, Pa. Coatesville, Pa.

### PHILADELPHIA

WOOD AND CEMENT STAVE  
(TILE AND COPPERED METAL)  
**SILOS**  
SPECIAL PRICES NOW  
CASH or MONTHLY Payments



**E. F. SCHLICHTER CO.**  
BOX M. P. 10 S. 18TH ST., PHILA.

## PENNSYLVANIA DAIRY EXPOSITION

(Continued from page 10)

Grand Champions 1, 2 and 3—Gold, silver and bronze medals, by American Jersey Cattle Club.

Grand Champion, All Breeds—First, G. R. Sharples, London Grove, Chester County, Pa. Gold medal, Dairymen's Co-operative Sales Company, Pittsburgh, Pa. Second, R. B. Dickerson, Easton, Northumberland County. Silver medal, Dairymen's Co-operative Sales Company, Pittsburgh, Pa. Third, L. R. Bennett, Westford, Crawford County, Pa. Silver medal, Dairymen's Co-operative Sales Company, Pittsburgh, Pa.

A champion showman's prize, contested in by all of the first prize winners in the dairy cattle showing contest resulted as follows:

**Champion Showman—**  
First—J. E. Stoff, Thordale, Chester County, Pa. Silver cup and medal, presented by the Dairymen's League.

Second—Wm. Lepper, Jr., Aspinwall, Allegheny County, Pa. Six water cups presented by Loudon Machinery Co., Fairfield, Iowa.

Third—L. R. Bennett, Westford, Crawford County. Hausen Dairy Scale by James Manufacturing Co., Elmira, N. Y.

Fourth—A. E. Ifft, Slippery Rock, Butler County. Subscription to National Stockman and Farmer, Pittsburgh, Pa.

In the Dairy Cattle Judging Contest the following prizes were awarded:

**Ayrshires—**  
R. B. Peters, Philipsburg, Centre County, Pa. Bronze medal, presented by Dairymen's Co-operative Sales Co., Pittsburgh, Pa.

**Guernseys—**  
G. B. Carpenter, Ulysses, Potter County, Pa. Bronze medal, presented by Dairymen's Co-operative Sales Co., Pittsburgh, Pa.

**Holsteins—**  
E. F. McCulliff, Towanda, Bradford County, Pa. Bronze medal, presented by Dairymen's Co-operative Sales Co., Pittsburgh, Pa.

**Jersey—**  
J. L. Williams, West Brownsville, Washington County, Pa. Bronze medal, presented by Dairymen's Co-operative Sales Co., Pittsburgh, Pa.

**All Breeds—**  
R. W. Eno, Honesdale, Wayne County, Pa. Silver cup and medal, presented by Miss Jane Gordon Cox, Willisbrook Farm, Malvern, Penna.

The officers of the Penn State Chapter of the American Dairy Science Association are: A. M. Bready, president; R. W. Eno, vice president; C. G. Gifford, secretary and R. B. Ace, treasurer.

Those in charge as a general committee of the show included: J. S. Bryan, general superintendent; Manager of production, C. G. Gifford; manager of manufacturing, W. R. Fielder; G. H. Cook, chairman; J. H. Erb and H. B. Pierce, banquet committee and R. M. Many, R. W. Eno and J. H. Erb, catalog committee.

**FIELD AND TESTING DEPARTMENT WORK**  
Report of the Field and Testing Department of the Inter-State Milk Producers' Association for April, 1926.

Number of farm visits ..... 587  
Number new membership contracts. 144  
Number cows signed ..... 1035  
Number transfers in-active to active membership ..... 55  
Number samples tested ..... 6749  
Number meetings attended ..... 9  
Total attendance ..... 1238  
Number plant investigations ..... 81

## EASTON, MARYLAND MEETING

The Easton, Maryland, local of the Inter-State Milk Producers' Association, held an educational meeting in the Easton High School, in that city on Friday, April 16th. The meeting was attended by over 400 farmers and their friends.

A. Raymond Marvel, a director of the Inter-State Milk Producers' Association and president of the Easton Local, presided at the meeting.

C. I. Cohee, director of the Quality Control Department of the Philadelphia Inter-State Dairy Council, made an address on the work of that department and the value of clean milk production to the consuming public. He commended the producers of the Easton territory on the grade of milk that is now produced under the Association Sanitary Regulations.

"Col. Plugg", Dairy Council Monologist, presented his interesting story of the Patent Medicine Peddler, which was well received.

Robert F. Brinton, treasurer of the Inter-State Milk Producers' Association, made a short address outlining the work and policies of the organization. He referred to market conditions and the high quality of milk produced in the Easton territory.

In addition to these speakers, motion pictures were shown by the Dairy Council and a short play "Joe Guess Wins One Thousand Dollars" was presented.

## ORGANIZATION MEETING AT MCCONNELLSBURGH, PENNA.

A local unit of the Inter-State Milk Producers' Association was formally organized at McConnellsburgh, Franklin County, Pennsylvania, on April 22nd.

Several hundred people attended a meeting, held in the motion picture hall in that town and after an address by C. I. Cohee, Director of the Quality Control Department of the Philadelphia Inter-State Dairy Council and the showing of "Fair Acres", a Dairy Council film, the formal organization of the local unit was made under the direction of E. C. Dunning, field representative of the Inter-State Milk Producers' Association.

An address was made by Ralph Zollers, of the Inter-State Milk Producers' Association, following which the new local was formed by the election of the following officers:

President—James H. Kendle, McConnellsburgh, Pa.

Vice President—W. E. Brewer, McConnellsburgh, Pa., R. D. 1.

Secretary-Treasurer—W. C. Patterson, McConnellsburgh, Pa.

Following the election, a general discussion of marketing conditions was held. August A. Miller, editor of the Milk Producers' Review and Wesley Holmes, field representative of the Quality Control Department of the Dairy Council also made brief addresses.

## MIDDLETOWN MARY- LAND LOCAL MEETS

A meeting of the Middletown, Md. local of the Inter-State Milk Producers' Association was held at Middletown, Frederick County, Maryland, on April 21st. The meeting was held under the direction of A. C. Miller, president. Addresses were made by C. I. Cohee, Director of the Quality Control Department of the Philadelphia Inter-State Dairy Council; Ralph Zollers, of the Inter-State Milk Producers' Association; E. C. Dunning, field representative of the Inter-State Association and A. A. Miller, editor of the Milk Producers' Review.

"Fair Acres", a Dairy Council motion picture, was shown.

## Only Two Parts to the New Perfection Teat Cup

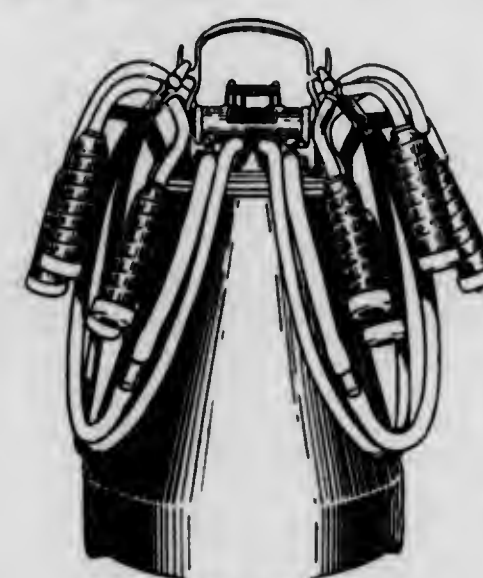


It's easy to clean

THIS year the old Reliable Perfection Milker comes out with another great improvement—the simple 2 piece teat cup. One pull and its all apart and is put together again just as quickly. The Perfection has always been easier on cows because it uses less vacuum than any other milker. Low vacuum means contented cows. Contented cows means more milk. With these new teat cups the vacuum is again reduced. Furthermore the new teat cup milks faster and cleaner.

A set of these new teat cups will make any inflation type milker better. Why milk by hand any longer? Perfection has proven its economy in hours and drudgery saved for thirteen years already.

Easy terms if desired. A special proposition for owners of old Perfections. Our new catalog is just out. Ask for it.



### Perfection Mfg. Co.

2168 East Hennepin Ave., Minneapolis, Minn.

— or —

253 West Jefferson Street, Syracuse, New York

## PERFECTION MILKER

## FOR SALE — Registered Holsteins

BY BRADFORD COUNTY CO-OPERATIVE  
HOLSTEIN-FRIESIAN ASSOCIATION

Through this Association there is now listed for sale 45 cows, 18 bred heifers, 15 heifer calves, 12 bulls. Most cattle offered are from Accredited Herds and all are Tuberculin tested. Cow Testing Association, private and official records are available as evidence of production. Breeding of most popular and dependable blood lines. Buyers provided with painstaking service for inspection and shipment. Address all communications to J. G. Kerriek, Sales Manager, Towanda, Pa.

**FOR SALE — 1** Gould's duplex power sprayer, brand new, sacrifice close out line. Regular price with automatic governor, \$110.00; our price, \$65.00 f. o. b. Cherry Bassett Co., 2324 Market Street, Philadelphia, Pa.

### AVOID EARLY PASTURING

Do not turn the cows out to pasture too early. The first grass is watery and contains little feeding value. Pastures are injured by the tramping of the cattle when the ground is soft. Better wait until the grass is well started before opening the pasture gate.

### POWER MILKER \$35

**Complete** READY TO MILK WHEN YOU GET IT. Send for coupon. 18 to 40 cows an hour—easy. Close out line. 20 Days to close. With the human way—easy as the cow. 20 Days to close. 10 Year Guarantee—Cash or Easy Terms—year to year. Write for FREE literature. How to get your own. Ottawa Mfg. Co., 4311 White Street, Ottawa, Kansas. Vagueo Bldg., Pittsburgh, Pa.

Agricultural economists say this is the year for boys to study agriculture, and that a farm bought now should be worth more later.



# CLEAN MILK is just one of a number of advantages you get with the De Laval Milker—



## Milk and wash up in less time than with any other milker

With a De Laval Milker you can do the entire milking operation, from start to washing up, in less time than with any other machine. It milks faster and is simple and easy to wash and keep clean. It can produce as clean or cleaner milk than is possible by any other method. Thousands of users are doing so in a way which is easy, simple and economical. Here is what a few Certified and Grade A producers say:

"Some machines may be hard to wash but not the De Laval. I had seven inspectors here this week. I got a perfect score in regard to milking machines. They scratched and smelled but could find nothing to complain about."

—B. H. MILLER, Hampstead, Md.

"I have been using my De Laval Milker on my herd of 50 Jerseys for the past five years and can truthfully say I could not have produced the high-scoring tests I have received from our Board of Health if I had been milking by hand. I am now producing a pure grade of nursery milk for one of our leading bottled milk companies."

—F. H. JOHNSON, Indianapolis, Ind.

"We have been producing certified milk of (as the Secretary of the Pure Milk Commission stated) the highest quality being produced in this section, and I sincerely believe that without the De Laval Milker this quality of milk could not have been produced."

—BEN BUSH DAIRY FARM, Creve Coeur, Mo.

"The De Laval Milker gets more milk, pleases the hired man and the cows. We can keep the bacteria count below the requirements for Grade A milk."

—SAMUEL MATTHEWS, Staatsburg, N. Y.

"We are producing a special nursery milk for the Washington, D. C., trade, bottled and sealed at the farm. From the beginning we have used a De Laval Milker and find it the only way we could possibly produce this milk, situated as we are for labor. Our average bacteria count will be considerably less than 2000."

—PLEASANT HILL DAIRY FARM, Germantown, Md.

"I can say that the De Laval Milker is the easiest of all machines to wash."

—THOS. WESOLOSKI, Braidwood, Ill.

"The De Laval Milker has met the most rigid tests and has unqualifiedly established itself as a necessary part of the equipment of a dairy desiring to obtain the lowest bacteria count."

—ARDEN DAIRY, El Monte, Cal.

(Largest certified milk producers in California.)

THE DE LAVAL SEPARATOR CO., DEPT. 9867  
New York, 165 Broadway — Chicago, 600 Jackson Blvd.  
San Francisco, 61 Beale Street

Please send me complete in-formation on the (check which) ☐ De Laval Milker ☐ De Laval Separator

Name .....

Town .....

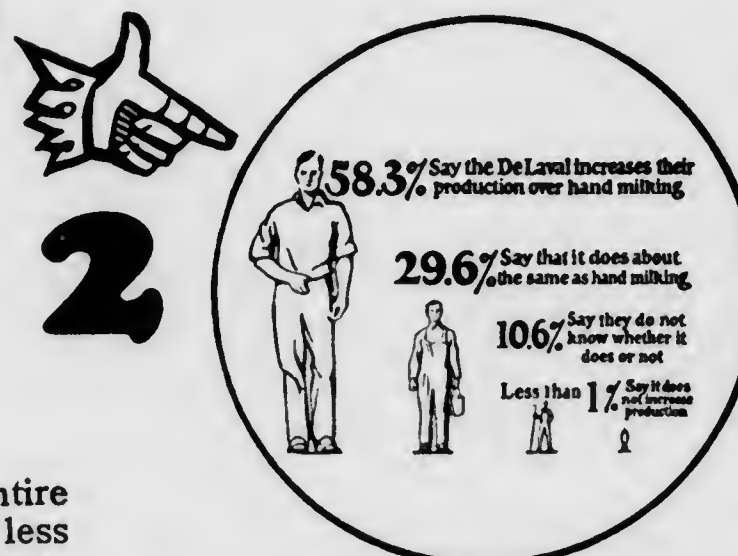
State..... R. F. D. .... No. Cows.....

## It also gives you

- Better Milking
- More Milk
- With Less Labor
- Without Injury to Your Cows

There are three distinct considerations in the selection of a milking machine—your cows, yourself and your milk; or, a machine that will milk your cows without injury so that they will produce as much or more milk than they did by hand milking; a machine that will save the most in time and labor; and a machine that will produce clean milk.

In all of these considerations the De Laval is superior to any other method of milking, either hand or machine.



98% of the De Laval Users say they get as much or more milk than they did with hand milking

The most important consideration in the selection of a milker is the effect it will have on the cows. Will it milk them properly? Will it milk them as well as or better than they can be milked by good hand milkers?

In this respect as well as many others the De Laval is far superior to all other milkers. It is designed to work in harmony with the cow and in observance of the principles of milk secretion. Cows almost invariably produce more milk over a longer period of time when milked the De Laval Way.

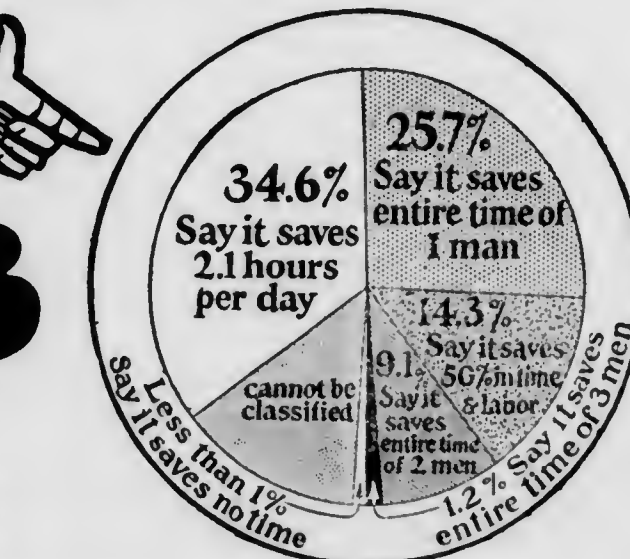
This is proven by the experience of thousands of De Laval Milker users. In a recent questionnaire received from 1160 users in 47 states, more than 98% said their cows produced as much or more milk with a De Laval than they did by hand. 58% said their cows produced more milk when milked the De Laval Way.

Half a million cows milked the De Laval Way—We have never known of a case of injury

More cows are now being milked with De Laval Milk than with any other machines—and during the ten years they have been on the market we have never known of a single case of injury as a result of De Laval milking.

The De Laval Separator Company never made a product which is meeting with greater satisfaction or serving a more useful purpose than the De Laval Milker.

See Your  
De Laval  
Agent  
or send coupon  
to your nearest  
De Laval Office  
for full  
information



Save enough time to pay for a De Laval in a year

The figures above are actual results obtained by 1160 De Laval users in 47 states.

Even on small herds a De Laval Milker saves two hours a day—that is enough to pay for it in a year. But it may do better—save the full time of a man or more.

The De Laval milks faster than any other machine, and at the same time does better milking—don't overlook that important fact.

You will find the De Laval easy to operate. Pulsator has only one simple moving part. It never requires oiling or adjustment. On the entire milker there are no troublesome adjustments to make. It is practically fool-proof.

The "Better Way of Milking"

Every way you look at it, and in every respect, the De Laval is "The Better Way of Milking." It is designed better, made of superior materials, constructed by skilled mechanics. It will give longer and more satisfactory service. It is made and backed by the largest manufacturers of dairy equipment in the world.

That is why the De Laval is more widely used than any other, and why more than half a million cows are already milked the De Laval Way—with the number increasing by leaps and bounds.

Your only regret will be that you didn't get one sooner. Outfits for herds of five to 500 or more cows—from \$175.00 up.

(Prices slightly higher on the Pacific Coast and in Western Canada.)

# Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA

NUMBER 2

## "THE MASQUE OF BEAUTY THROUGH THE AGES"

A NEW DAIRY COUNCIL PAGEANT

Four nights! And each night in succession the house crowded to its utmost capacity, and many standing! That is what happened when the Harding Junior High School, Wakening and Ditman Sts., Philadelphia, Pennsylvania, gave the original presentation of the new Dairy Council Pageant, "The Masque of Beauty Through the Ages", on May 19, 20, 21, 22. One hundred and forty students participated.

It is only within recent years that the full possibilities of drama in the schools

it proved a success in every detail from the costuming and dancing, to the chorus was due to careful training by the teachers and authorities of the Harding Junior High School. Miss Del Rose Macan assisted by members of the Dramatic Department of the Philadelphia Inter-State Dairy Council co-operated where needed.

"The Masque of Beauty Through the Ages", was written for the Dairy Council by Charles Sommer, who was also the playwright of other Dairy Council plays

## THE FLUID MILK SITUATION IN SOUTHEASTERN MICHIGAN

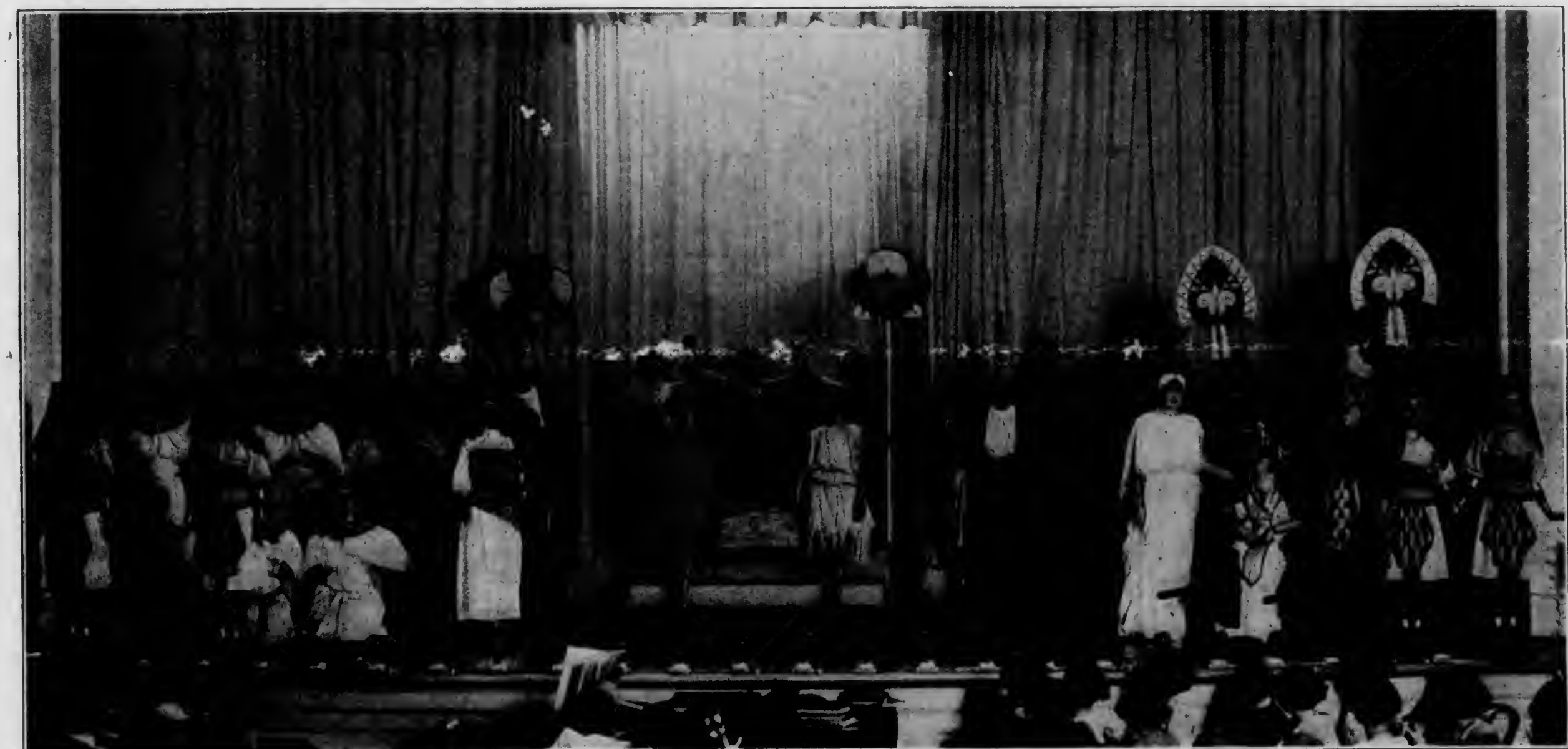
R. K. ROSA\*

Ten years ago this month, in response to the growing demand for a more uniform and equitable basis for doing business with milk distributors and manufacturers of milk products, the statewide Michigan Milk Producers' Association was formed.

Previous to this time small local associations near some of the larger cities, particularly Detroit, had been operating more or less successfully in their own territories. These formed the foundation on which to build and furnished

must normally come from a fan-shaped area lying north and west of the city. To the south and east are lakes Erie and St. Clair and the Canadian border which is marked at this point by the Detroit River.

A rapidly expanding industrial center with industries marked by seasonal variations which create periods of general prosperity and high buying powers interspersed with times when work is scarce and buying power low makes the marketing problem in Detroit an intricate one.



EGYPTIAN EPISODE, "THE MASQUE OF BEAUTY THROUGH THE AGES"  
Harding Junior High School, Philadelphia, Pennsylvania

have begun to be appreciated. The opportunity afforded in this pageant for linking up the preparation with the actual class room work of the student was fully utilized. This is in line with the progressive movement in education.

The preparation began many months ago, and involved a study of Period History, as applied to the Episodes dealing with Egypt, Greece and other countries. Instead of dealing with purely abstract matter, the student became possessed with real interest in the mode of life, customs, dress, speech, etc., of people whose existence had formerly held little or no relationship to his own. Having the desired information, the students proceeded to design and make the costumes, lighting, and all stage paraphernalia in their respective classes such as Domestic Art, Carpentry, Electricity and others.

There was no question as to whether those seeing it liked it. They more than liked it—they were enthusiastic. That

including the "Health Circus", and "The Scarecrow". The music was adopted and written by Miss Ruth Barber, of the Dairy Council.

The motif of "Through Health to Strength and Beauty" was woven throughout the play, but each Episode carried a distinct message, complete in itself. This makes the pageant suitable for use in parts or as a whole. The story of the age-old search for Strength and Beauty, from one period through another of the world's history, and the emphasis on their true source—Health—as told in the pageant is given in the following synopsis.

A chorus of twenty-five voices, augmented by thirty more from the pit, acted as a singing-chorus, opening and closing each episode, and denoted the passing of time.

### Egyptian Episode

Egypt is a land living in her past, and in the worship of the dead. Beauty and

(Continued on page 7)

leaders whose experience was invaluable to the new organization.

Little need be said concerning the early days of the Association. The "growing pains" of milk producers' cooperatives are common to all. Prejudices erased, misunderstandings removed and mutual confidence established, the organization began to grow and assume an importance which it merited in view of the fact that its market was rapidly becoming one of the largest in the country and presented a peculiar problem because of its location and type of industry.

At present the Michigan Milk Producers' Association membership includes nearly 12,000 dairymen who are supplying Detroit, Grand Rapids, Flint, Saginaw, Ann Arbor, Pontiac and other towns.

### The Detroit Market

The great center of milk consumption in this area is Detroit, the country's fourth city, with a population of 1,290,000. Situated as it is its milk supply

Then too, the population has been transitory to a large degree and this factor has added to the problem of distribution.

Increasing in area, the city has eaten its way into some of the territory which formerly produced large quantities of milk and forced an unusually rapid expansion of the milk shed area. This has introduced the competition of the Detroit market into the producing area supplying several medium sized cities in the central part of the state and further complicated the problems of the producers as a whole.

Influence and Accomplishments of the Association

During the year 1925 approximately \$15,000,000 worth of milk was sold through the Association—over 90 per cent. of the total supplied to the market. A good price was maintained throughout the year and there were no serious complaints on the part of producers or distributors.

The Association has constantly stressed

(Continued on page 6)



## PROTECTING THE UNITED STATES MILK AND CREAM SUPPLY

A bill has been recently introduced in the United States Senate and the U. S. House of Representatives by Senator Irwine Lenoir of Wisconsin and Representative John Taber of New York, respectively, which seeks to prevent the importation of milk and cream except when authorized by a "Valid permit" issued by the National Secretary of Agriculture.

It provides briefly, that milk and cream be considered unfit for importation: (1) when all cows producing such milk or cream are not healthy and a physical examination of all such cows has not been made within one year previous to such milk or cream being offered for importation; (2) when such milk or cream, if raw, is not produced from cows which have passed a tuberculin test applied by a duly authorized official veterinarian of the United States, or of the country in which such milk or cream is produced, within one year previous to the time of importation, showing that such cows are free from tuberculosis; (3) when the sanitary conditions of the dairy farm or plant in which such milk or cream is produced or handled do not score at least 70 points out of 100 points according to the method for scoring as provided by the score cards used by the

Bureau of Dairy Industry of the United States Department of Agriculture at the time such dairy farms or plants are scored; (4) in the case of raw milk, if the number of bacteria per cubic centimeter exceeds 200,000 and in the case of raw cream 750,000, in the case of pasteurized milk if the number of bacteria per cubic centimeter exceed 100,000 and in the case of pasteurized cream, 500,000; (5) when the temperature of milk or cream at the time of importation exceed 50 degrees, Fahrenheit.

Under Section 3, the bill provides that the Secretary of Agriculture shall cause such inspections to be made as are necessary to insure that milk and cream are so produced and handled as to comply with the provision of Section 2, and in all cases when he finds that such milk or cream is produced and handled so as not to be unfit for importation under clauses 1, 2 and 3 of Section 2, of the Act, he shall issue to persons making applications therefore, permits to ship milk or cream into the United States, provided that in lieu of the inspection to be made by or under direction of the Secretary of Agriculture, he may, in his discretion, accept a duly certified statement signed by the duly authorized officials of an authorized department of

any foreign government that the provisions in clauses 1, 2 and 3 of Section 2, of this Act have been complied with. The Secretary of Agriculture is authorized to suspend or revoke any permit for the shipment of milk or cream into the United States when he shall find that the holder thereof has violated this Act, or any of the regulations made hereafter, or that the milk or cream brought by the holder of such permit into the United States is not produced and handled in conformity with or that the quality thereof does not conform to all of the provisions of Section 2 of this Act.

Section 4, provides that it shall be unlawful for any person in the United States to receive milk or cream imported into the United States from the importer thereof unless the person by whom such milk or cream was imported holds a "valid permit" from the Secretary of Agriculture.

Section 5—Provides that any person violating any provision of this Act shall, in addition to all other penalties prescribed by law, be punished by fine of not less than \$100, nor more than \$1,000, or by imprisonment for not more than one year or by both fine and imprisonment.

The bill also provides for an appro-

priation of \$50,000 annually to enable the Secretary of Agriculture to carry on the provisions of the Bill.

It also provides that nothing in the Act is intended nor shall be construed to effect the power of any state or any political sub-division thereof, to regulate the shipment of milk or cream into or the handling, sale or other disposition of milk or cream in such state or political sub-division.

The proposed Act shall take effect upon the expiration of 90 days from the date of its enactment.

Hearings have been held before the Senate Committee on Agriculture, and a number of officials of the National Cooperative Milk Producers' Association its members associations and others have testified in favor of the bill. Emphasizing the fact that many local regulations in the United States were even more stringent than those proposed for the regulation of milk for importation. The opposition has been centering its criticism mostly upon the score of 70 on the Federal Farm Score Card, claiming that that was somewhat high and also upon the 90 day provision of the law to take effect after passage. So far no witness has directed and criticized on the principle of the proposed legislation.

## FLY CONTROL — SWAT THE FLY

Flies have already made their appearance this spring in considerable numbers in some sections of the country, and in other localities their arrival will not be long delayed. If they are to be kept under control, now is the time to start proceedings against them.

Any program to eradicate flies from dairies should begin with the elimination of breeding places. The premises should be cleared of piles of manure and other refuse, such as spoiled silage and accumulations of wet or decaying hay and straw. Even with the utmost care flies can not be entirely prevented from breeding and it is necessary to destroy those which do appear from undetected breeding places and the premises of neighbors. In carrying on this work, traps properly constructed and baited, and the judicious use of spray will be found helpful and not exorbitantly expensive.

The baited traps are used for catching the flies which do not bite but get their nourishment from foods such as they can get through their elongated mouth parts. Most of these are the common house flies. The spray is used to

kill or repel the biting type of flies that live on blood, which they obtain by piercing the skins of animals. Stable and horn flies are samples of this type.

Last year the Bureau of Dairying, on its experimental farm at Beltsville, Md., with the cooperation of the Bureau of Entomology, made effective use of the fly-fighting measures outlined above. The premises were kept as free as possible from accumulations of manure. Box stalls were cleaned and scraped regularly. As a rule, manure was not allowed to accumulate near the buildings for more than three or four days, and an effort was made to have the immediate premises entirely freed from accumulations of manure at least once each week. Cylindrical traps like those described in Farmers' Bulletin 734 were set as soon as the first flies appeared. They were baited with black strap molasses from sugar cane diluted with three or four parts of water. The bait was renewed once a week and the traps emptied when the accumulation of dead flies was so great as to reduce seriously the light under the trap. Before emptying the traps the

living flies were killed by steaming the traps for about a minute in a steam sterilizer. During the season the ten traps used caught 86 gallons, or approximately a half billion flies. The milk room was practically free from flies throughout the whole season.

In order to protect the cattle as much as possible from horn and stable flies a spray was used. It was thought best to apply a spray which would kill the flies rather than merely repel them. For this purpose a kerosene extract of pyrethrum was used. Partially opened dried pyrethrum flowers were procured and soaked for forty-eight hours in kerosene. They were used at the rate of one pound of flowers to two gallons of kerosene. The pyrethrum flowers were purchased in 20-pounds lots, making the cost of the spray only 35 or 40 cents per gallon.

To apply this extract an air-pressure sprayer was used which held about one gallon and could easily be operated with one hand. In spraying for horn flies an attempt was made to catch them in a cloud of the vapor as they swarmed up after the first spray struck them and this

was very effective. They are easily killed by the pyrethrum extract. In applying this spray, a nozzle which will produce a very fine vapor should be used. This is facilitated by using plenty of pressure.

In spraying for stable flies, which are in most cases found sucking blood from the cows' legs, the spray was shot directly on them, usually with telling effect. Since the major part of the spray is kerosene, care was taken not to cover the cattle with it unnecessarily, and they were not hurried or brushed, or turned out in the hot sun immediately after being sprayed. By observing these precautions no trouble was experienced from blistering.

Although in both seasons the horn flies had appeared in considerable numbers before the spray was used, their numbers were appreciably reduced after a week of daily spraying, and they were easily kept under control the rest of the season.

Specific information on various types of flies and means of controlling them may be procured from the Bureau of Entomology.

## COST AND VALUE OF SILAGE A. L. HAECKER

Stockkeepers must know the cost of their feeds in order to determine the best and most economic rations. For this reason it is necessary to investigate the cost of making silage. The Missouri Agriculture College last year showed a cost of \$5.90 per ton for corn silage. They based this on the bushel yield, crediting the corn with 94 cents per bushel and charging actual costs which were liberal on all items and above the average now paid.

During the past 25 years many of our Experiment Stations published figures on the cost of producing silage, both from corn and other plants, but as conditions have radically changed in costs, these figures are of little value at the

present time. It is hoped we will have some new figures on this subject this year and that special care be taken to give data produced on average farms.

There are two principal ways of figuring cost. One is based on the yield of the corn, which is the most common and I believe the least reliable, the other is based on land rental, and actual cost of growing and harvesting the crop. Thirty per cent. of last year's corn that went into the silo would not have made marketable grain due to the fact that it lacked maturity. Frequently a field of corn at tasseling time is so damaged by hot winds that the silk is dried or burned and the corn will fail to ear; such a crop will still make silage, though it is

a total failure as a grain crop. Where the basis is made on land rental and all costs, a more accurate accounting can be made.

Under present-day conditions it is safe to conclude that silage can be made where all costs are considered for from \$5.00 to \$6.00 per ton. The following figures may be used to determine the worth of silage under good farm conditions. When butter fat is selling for 45 cents per pound, corn silage will bring the dairy farmer \$10.00 per ton and when fat steers are selling from \$9.00 to \$10.00 per cwt., corn silage is worth from \$7.00 to \$8.00 per ton. Then a farmer with a silo and a fair yield of crop can receive a value from his corn made into

silage of \$70.00 to \$80.00 an acre when fed to steers and \$100.00 when fed to good dairy cows.

It has been conclusively proved that silage in the ration makes a saving of considerable money. With dairy animals the feeding of silage saves from 8 to 15 cents on the cost of producing a pound of butter and from 30 to 50 cents on producing 100 pounds of milk. For beef production or the fattening of animals the saving produced by silage is about \$1.00 per 100 pound of grain. When we consider the growing of young stock, the feeding of dry cows and heifers, the wintering of work horses and mules, the silo becomes a necessity on the stock farm.

## HOLSTEINS IN MONTGOMERY COUNTY ASS'N MAKE HIGH RECORDS

R. G. WALTZ, County Agent

The yearly summary of the Montgomery County Cow Testing Association, Pennsylvania, shows that a pure bred Holstein owned by Wm. H. Landis of East Greenville holds the State record for highest milk and butterfat production in cow testing association in Pennsylvania for 1925-26.

This seven year old pure bred Holstein, Green Hill Bellwood Hengerveld 678091, made the high record of 19,707 lbs. of milk containing 791.3 lbs. of fat or an average test of 4% butterfat. In addition to the high yearly record of milk and butterfat she gave birth to a normal healthy calf. She is a large rugged cow, strong constitution, good type and a winner in the show ring. For almost three months she averaged 100 lbs. of milk per day; her highest daily production being 105 lbs. of milk on four milkings a day.

The Landis herd stands at the top of the county Association for milk and butterfat production. His herd of 17 pure bred Holsteins made an average of 12,484 lbs. of milk and 440 lbs. of butterfat. The high record was established by feeding balanced rations, good care and good breeding practices.

The Ursinus College Holstein herd of Collegeville of 14 animals, which was the highest herd in the Association last year for butterfat production, was a close second again this year in both milk and butterfat. The College herd averaged 12,462 lbs. of milk, and 421 lbs. of butterfat.

The A. K. Rothenberger Holstein herd of Lansdale, R. D. 1, with 16 pure bred, which was the highest milk producing herd last year, was the third highest herd in the Association this year for milk and butterfat; the herd average being 10,877 lbs. of milk and 375 lbs. of butter-

fat. This record was made on two milkings a day.

Owen Gerhard of Palm, with 24 Holsteins was fourth highest with 9,863 lbs. of milk and 343 lbs. of butterfat, while the H. K. Leshner herd of Cedars, with 14 Holsteins placed fifth with 9,429 lbs. of milk and 326 lbs. of fat.

The Association finished the year with 25 members. There were 433 cows tested during all or part of the year. The av-

ward's Brown Swiss herd of Pennsburg; Warren Schultz, East Greenville; Harvey Murphy, Norristown; the last two being Holstein herds.

Daisy, a five year old Brown Swiss owned by O. M. Woodward of Pennsburg, produced 8,690 lbs. of milk and 420 lbs. of fat. During the Association year she freshened twice giving birth to two live healthy calves.

A summary of the records show that



GREEN HILL BELLWOOD HENGERVELD  
State Record Cow, Owned by Wm. H. Landis, East Greenville, Pa.

erage production of milk per cow for the year was 7,789 lbs. and of 296 lbs. of butterfat. This is an average increase of 226 lbs. of milk and 15 lbs. of butterfat per cow above last year. The records show that 26 cows produced over 400 lbs. of butterfat and that 124 cows went over the 300 lb. mark. Nine herds averaged over 300 lbs. of butterfat per cow; among them being O. M. Wood-

ward's "favorite cow" was not always the most profitable cow in the herd. In some instances the cow that was condemned as being an average cow" in the herd before records were kept, proved to be one of the most profitable cows at the end of the Association year when complete records were summarized. A grade Holstein owned by one of the members was put in this

class. The first month that the tester was on the job the test indicated that this cow gave a high test milk. With that information the owner decided to keep the cow and give her another chance the next month. The following months further proved that she was a high tester and a persistent milker. The owner was surprised to know that at the end of the testing year, the "unfavorite grade" cow was the fifth highest cow in the entire Association having made 11,472 lbs. of milk and 505 lbs. of butterfat. She returned to the owner \$264 above cost of feed, which was one of the most profitable cows in his herd.

The second year of the cow testing Association shows that the members improved their production by better feeding, better management and better cows. The records afford a means of discarding low producing and unprofitable individuals. A large number of the herds made a big improvement in both milk and butterfat during the second year. The A. K. Rothenberger herd made an increase of 1,263 lbs. of milk and 35 lbs. of fat per cow. The O. M. Woodward herd of Pennsburg made an increase of 1,229 lbs. of milk and 55 lbs. of fat per cow. The herd of Vincent Alderfer, of Lederach, made an increase of 878 lbs. of milk and 20 lbs. of butterfat per cow. Other herds in the Association that made a decided increase were the Wm. H. Landis herd, Ursinus College and Owen Gerhard of Palm. Cow testing Association work is considered by its members to be the most practical and constructive help they have in building up their herds for higher and more economical production.

F. E. Martin is the efficient tester for the Association.

## AMERICAN HEALTH CONGRESS MEETS IN ATLANTIC CITY MILK SANITATION DISCUSSED

Outstanding authorities presented various viewpoints as to the sanitary aspects of production, handling and marketing of the milk supply of the nation, as a part of the program during the four days session, May 18th to 21st. Wednesday, May 19th was given over to the discussion of the milk supply.

Mr. Leslie C. Frank, Associate Sanitary Engineer of the United States Public Health Service urged a more uniform system of milk control throughout the United States. He said that a model milk ordinance was one that provided, (first) for a safe milk that guaranteed against the spread of milk born epidemics, (second) should be of such a nature as would warrant the support of both the producer and distributor in the industry and (third) one that would maintain the confidence of the consumer and thereby insure adequate consumption.

Mr. Frank pointed out that such an ordinance must, however, have flexibility so as to provide for the various grades of milk and to take care of the needs of various classes of communities, some of which have made much more progress than others in milk sanitation.

Dr. C. W. Larson, Chief of the Bureau of Dairying, United States Department of Agriculture, in the course of his address on "Economic Milk Production and Sanitation", said that one of the

most advanced steps which had been made anywhere was that of the cooperative quality control work being done by the producers and dealers in certain districts. Dr. Larson stated that this cooperative control work furnished an example of what the men in the dairy industry could do toward industry control.

(Editor's Note:—To the best of our knowledge, Philadelphia and Pittsburgh are the only two districts in the United States cooperatively controlling the quality of the city supply.)

Many dairymen in the past have been opposed to milk inspection.

Dr. Larson pointed out that the dairy farmers of the United States are to be commended for the rapidity with which they are putting into practice the findings of modern science as applied to the dairy industry and for their application of sound economical principles to their businesses.

Dr. Harris Has Drastic Ideas As to the Production and Distribution of Milk

Dr. Lewis I. Harris, Commissioner of Health, New York City, spoke on the subject of milk control in a large city. He discussed in a general way the subject of milk production and distribution for our large consuming centers, using his experiences in New York as a basis. He urged that Boards of Health be given executive power for controlling the milk industry. He also urged general super-

vision of the whole industry by governmental authorities; a sufficient force of highly trained milk inspectors to frequently inspect all the dairies supplying the milk for fluid consumption in the cities and towns; with federal co-operation in this inspection; that the farmers be required to so arrange their dairies as to furnish a uniform amount of milk for the cities throughout the year. He suggested that a way to accomplish this would be to have the farmers in one section of the territory arrange to have their cows freshen in the spring and another section of the territory in the fall. Every farmer should be compelled to produce milk equivalent in quality to the higher grades now sold, suggesting that 100,000 bacteria per c.c. be a maximum limit.

He urged that either governmental sanitary experts be placed constantly in control over all pasteurization plants to see that the work is properly done, or that cities establish municipal pasteurization plants to take care of the entire supply.

In speaking of his experiences in New York, he said that they had, in many cases, too many middlemen between the producer and consumer. He said that as soon as it could be properly brought to pass, he felt the city of New York should eliminate all retail sale of milk other than bottled milk. He pointed out the difficulty of controlling both the safety

and purity of milk dipped from cans in stores.

Dr. Harris challenged, to some extent, the retail price of milk in some large cities and urged the introduction of a public cost accounting system which would inquire into the cost of production and distribution of milk. He urged a limitation of profits in the milk business and control by the government of surpluses going into by-products and an adequate safe supply of milk to be furnished the city at not too high a cost. He also urged that a label on the bottle cap guarantee the butterfat and other contents of the milk contained therein.

He suggested that in the future judicial authorities no longer limit sentences to fines in cases involving infractions of the law as it applies to the dairy industry, but that all convicted offenders be either excluded from the market or, in the case of grave offenders given jail sentences.

The sessions of the first American Health Congress which were attended by thousands of health authorities from all over the United States, discussed many other topics of general health interest. On the Steel Pier there was a large and varied exhibit of health foods, medical supplies, books, and hospital and medical equipment. There were in all 104 exhibitors. At the National Dairy Council booth many hundreds of visitors registered and asked for material published by the various Dairy Councils.







## How Many *these* Do YOU Get?

Read what that report says, then read the letter below. They tell the story. No wonder John Burke is satisfied! And he has good reasons for being pleased with such a report. The letter from Mr. Burke is typical of many more which have come to us from users of—

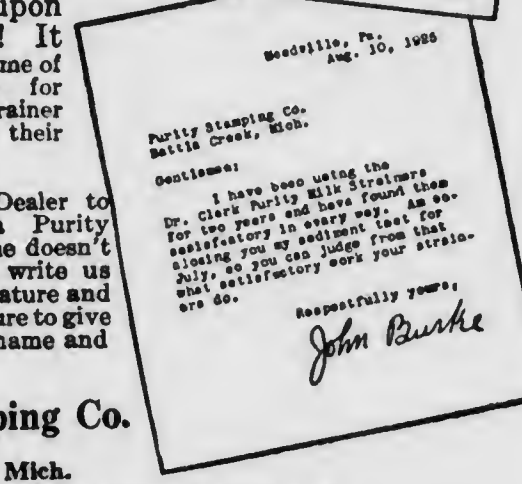
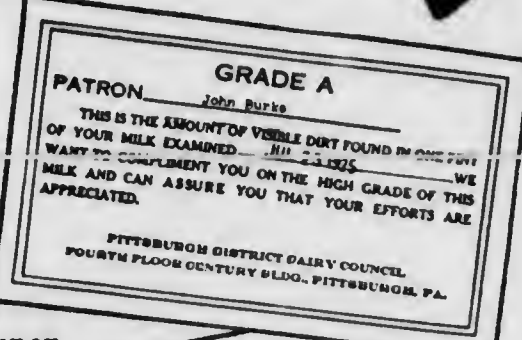


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Higher prices at public auctions, a greater number of profitable private sales, an increased demand for bulls of serviceable age—these things indicate a healthy condition of the Holstein business and prove the wisdom of investing in "The Farmers Cow."

The Extension Service

**Holstein-Friesian Association of America**  
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## THE FLUID MILK SITUATION IN SOUTHEASTERN MICHIGAN

(Continued from page 1)

ed the necessity for a high quality product and at the present time there is seldom a report of inferior quality milk coming from an Association member. Under the terms of his contract each member is bound to produce his milk according to the rules and regulations of the town in which it is to be sold. Health authorities report that the influence of the Association along this line is distinctly felt.

A uniform supply, adequate at all times to meet the needs of the market is, of course, one of the great problems of any milk producers' association. While it has not been completed, much has been accomplished toward a solution of this problem in the Detroit area. The usual summer shortage has been eliminated through the application of the base fixing plan under which the producers are making their base during these months. It is not probable that any plan of selling milk would, in itself, entirely eliminate this problem. It seems likely that only through educating all of the producers to the point where they appreciate the advantage of uniform production will this be accomplished.

### Plan of Organization

The basic unit of the Association is the local, of which there are about one hundred. From each of these, delegates are sent to the annual meeting, where they elect directors and vote on questions of association policy. Delegates are apportioned according to the number of members in the local—two for the first fifty members and one for each additional fifty or fraction thereof.

There are twelve directors, each serving a three year term. Four directors are elected at each annual meeting. The Board of Directors elects the officers of the Association. The Treasurer must be a member of the Board of Directors, other officers may be. Board meetings are held monthly.

Meetings of local delegates in each county are held annually to vote on matters of county interest and to elect members of the Sales Committee. Either one or two representatives from each county, according to its strength as a milk producing area, are elected to the Sales Committee. This Committee meets once each month with representatives of the distributing companies and arranges terms of sale for the following month. A Stabilization Committee, composed of producers and distributors and a representative from the Economics Department of the State College, investigates and proposes changes in sales policy.

The Managing Director of the Association has an office on the sixth floor of the Owen Building in Detroit. All of the general office procedure is carried on at this point and field activities are directed from here. This is also the editorial office of the Michigan Milk Messenger, official organ of the Association, which is issued once each month.

Each Association producer is under contract to deliver his milk to the Association or as the Association may direct. The Association is bound to dispose of the product to the best advantage possible and guarantees payment to the producer in case a distributor which it designates as reliable fails to pay.

Producers are given considerable latitude in the choice of distributor to whom they wish to sell. Having made a choice they can only change by notifying the

Association at least ten days prior to the first of March each year, or during the year by gaining the consent of the distributor. This is also the time when contracts may be cancelled.

To establish a fund for guarantee payments and provide for the necessary expense of running the Association a fee of two cents per hundred pounds of milk sold is deducted from each producer's pay check and turned over to the Association by the distributors. This fee entitles each producer to a subscription to the "Michigan Milk Messenger."

### Selling Plan

Under the base plan of selling milk the producer establishes a daily base on the daily average of his shipments during a certain period of the year which in the Detroit area includes the months of July, August, September and October. During this period he is paid full fluid milk price for such part of his milk as is sold as fluid milk—for the remainder he receives surplus price. During the rest of the year the distributors issue a call early each month for that part of the base milk which they expect to sell as fluid milk during the month. The producer is paid full price for the percentage of base called for and the remainder at surplus price. Over-payments or under-payments are adjusted by subsequently raising or lowering the call. Thus, if the producer sees that he is going to run a high percentage for surplus he may keep some of it at home for other uses. It is at present proposed to do away with this system and make settlement in full at the end of each month on the basis of fluid milk actually sold.

Surplus price is determined at the end of each month on the basis of average New York or Chicago 92 score butterfat prices plus a certain percentage. Prices have always been quoted f. o. b., Detroit, but it is felt that the spread between fluid milk price and surplus price is too great and a proposal to change the surplus price to f. o. b. country station and decrease the fluid milk price proportionately has been made.

The chief function of the Association is, of course, the selling of its members' product on the best possible basis. This implies a great deal of detail work, adjusting of claims, keeping of individual records, investigating distributors' records, etc. In addition, however, an attempt is made to establish as complete an investigational and educational service as possible so that the members may always be informed as to the latest and most significant changes in the dairy industry as a whole and in their own territory.

### Detroit Dairy and Food Council

During the past year the Association has lent its support to the educational program of the Detroit Dairy and Food Council. The Dairy Council work seems to have resulted in a favorable increase in milk consumption per capita in the city of Detroit.

Dairy Council workers have attended several producers' meetings and have given their demonstrations before the farmers.

\*Editors Note—This article by R. K. Rosa, Assistant Editor, "Michigan Milk Messenger" is the third of a series of articles regarding various other milk marketing associations in the United States, members of the National Cooperative Milk Producers' Federation.

## THE MASQUE OF BEAUTY THROUGH THE AGES

(Continued from page 1)

the five Muses, Painting, Sculpture, Poetry, Dance and Song, resolve to make Egypt a land of prosperity, knowing that health and happiness are the chief factors of enduring art. The scene closes with a prayer to Ra, God of the Sun for "The gift of health!" "The gift of life!"

### Grecian Episode

Health sends a special messenger to Beauty begging her to come at once to Olympia, where a national festival will be given. On the way to Greece, Beauty encounters three herdsmen known as "Gopatis," meaning the "Lord of the Cows." Beauty knows that civilization travels closely along the path of the Gopatis. In those early days one's food was dependent upon the produce of the herd.

It is the day of the first Olympic Games. Beauty is taken to Palaestra where the athletes are training for the games. Here we see several forms of the contests, wrestling, running, discus-throwing. Beauty is delighted, knowing that a strong foundation is being laid for the building of a clean and valuable Art. This episode closes with a triumphant march of the athletes.

### Medeval Episode

"Let there be light—more light!"

Chaos is passing;

Joy is our native right,

Health is more lasting."

Following the long period in English History known as the Dark Ages, Beauty comes to man in the form of the Renaissance—a reawakening of the classic forms and traditions. The episode takes place in "merrie England", on a May Day. The plot is that of the search of a Lady-in-Waiting for the secret of Beauty, that she might regain a lost love. She learns from an old Alchemist and his fair daughter that Beauty cannot be purchased with gold, — but through Health.

### Indian Episode

Three centuries later. It is the New World, and the time of exploration, with deeds of heroism and a call for pioneers. Daniel Boone, accompanied by Hardy Goodfellow, a mere lad, venture into unknown lands. The white men are able to become friends with the Indians through the intervention of Beauty, who pleads for peace through the voice of Hiawatha.

"The wilderness has gone;  
But the soul of Boone lingers to this day,  
In the hearts of Men who would carry on

Life in a wholesome way."

### Modern Episode

Daniel Boone has prepared the way for the Boy Scouts. Seated 'round a campfire a band of Scouts demand a story. The Scout Master uses the opportunity to delve into world history. He tells them how rich they are in the heritage of health and beauty, which has been handed down through the ages. Beauty, as he speaks, draws a curtain, and there passes in review, a colorful pageant from each of the preceding episodes.

According to Estimates by the United States Department of Agriculture

97.2 per cent.

of all the cattle in the United States are free from tuberculosis

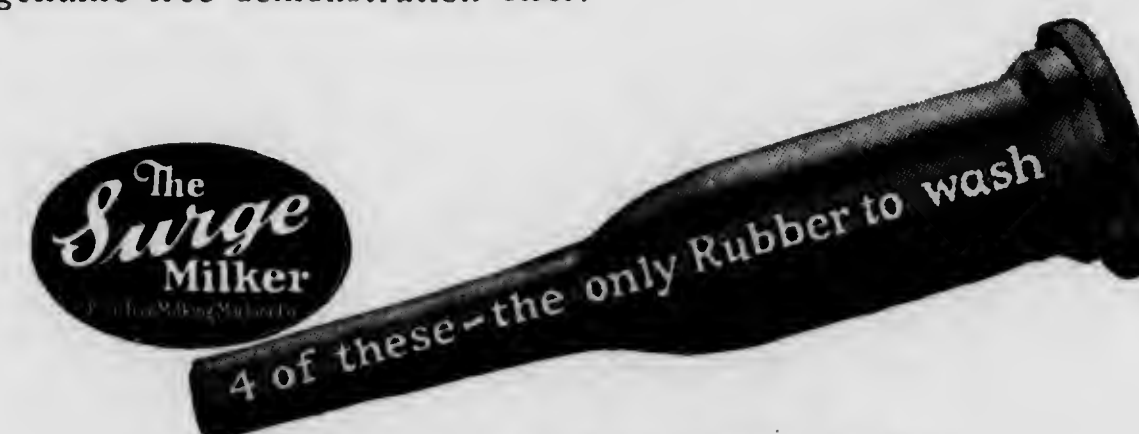
## Free Demonstration in Your Own Barn

# PROVES

# The New Surge Milker

## Is Easy to Keep Clean

Instead of claims and promises we offer absolute PROOF. The new SURGE Milker is radically different from any milker you ever saw. Its new surging action milks cows better. It is designed so that any man can produce clean, low count milk because The SURGE is really easy to keep clean. Grade "A" milk GUARANTEED in districts where milk is graded. Write us for details of this genuine free demonstration offer.



No Claws—No Long Milk Tubes

## No Milker With Long Tubes Can Possibly Be "Easy to Clean"

It is possible to wash any machine—even to make clean milk with it. But no machine with long milk tubes is EASY to keep clean—and no advertising or selling talk can make it so.

It's a long hard job to clean long milk tubes, milk claws and complicated teat cups. If you take enough time to do it right, you might as well go back to hand milking. Thousands of farmers have done that very thing.

To produce clean milk, a machine must be washed clean after every milking—not simply rinsed and dumped into a strong sterilizing solution. You can't buy any magic compound that will take the place of thorough washing. It takes a clean machine to produce clean milk; don't let anybody tell you different.

A salesman may say, "Easy to clean," but why should you take anyone's word for it, when it's so easy to find out for yourself? Why buy any machine until you try taking it apart, washing it, and putting it together again, yourself? Do that and then judge from your own experience whether or not it is "Easy to clean."

We are glad to give you a chance to make this test of The Surge—so you can see how easy it is to clean a milker that has no long tubes—no claws, and a teat cup that you can jerk apart in half a second. Ask the other fellow to give you the same chance at his machine. Get the full FACTS. Then if you want to spend a lot of time every day, washing long tubes and fussing with teat cups, go ahead. That's your business! But it is only horse sense to know what you're up against before you buy.

## PINE TREE MILKING MACHINE CO.

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## Write for FREE Demonstration Offer

Let us tell you of the very special offer we will make to the first man in each community who requests a demonstration in his own barn, absolutely without obligation to buy. Also of the very easy terms now made to Surge buyers. Don't wait. Write TODAY!

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### Mail This for FREE Book!

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Bourse Bldg., Philadelphia, Pa.

Please send me without cost or obligation your FREE Surge Book telling all about The Surge Milker and also tell me about your special FREE Demonstration Offer on The Surge Milker. (Please give this information)

Number of cows milked..... R.F.D.....

Do you use electricity?.....

Name.....

Address.....

### FEED GRAIN WITH PASTURE

Continue grain feeding when the cows are turned out to pasture. Early pasture grass is very watery and grain supplements are necessary. Equal parts of corn, oats, and wheat bran make a good mixture for this type of feeding.

**BIGGER MILK PROFITS**

Let me tell you how you can get a larger milk check every week. How each cow's lactation period can be lengthened. **Milk Flow Increased** Not a feed—but a sure guide to larger milk and cream profits. Save work—get more milk. Write today telling me how many cows you have and I will send full information and Free Book. **H. C. OVERMAN** 4320 White Street, OTTAWA, KANSAS box 4320 Hope Bldg., PITTSBURGH, PA.



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Free Seed Corn with Early Order

**MURRAY CO.**  
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DRINK MILK FOR HEALTH



## FLUID, CONDENSED, EVAPORATED AND POWDERED MILK

The free use of fluid milk is limited, for very practical reasons, to the area geographically near the source of supply. No matter how carefully milk is cared for, ice, and even pasteurized, it cannot be kept more than just so long. Because of its bulk it is not practical to ship milk long distances or off of rail or truck routes. Imagine packing milk on mule back or shipping it on the ordinary sailing vessels for a long voyage. Bulk also prevents the practical storage of raw milk, even if its keeping qualities were assured.

To offset these limitations in preserved milk three methods have proved practical and of commercial value,—condensing, evaporating and drying.

By any one of these processes the water content of milk is reduced sufficiently to prolong its keeping qualities and to reduce its bulk so that it can be stored or shipped satisfactorily.

### Condensed Milk

The Japanese claim to have condensed milk as early as the ninth century. But it was as recently as the Civil War that the present method of condensing was developed as a practical commercial proposition.

Condensed milk is a whole milk reduced to about one-fourth its bulk and preserved by the addition of cane sugar. It is canned in tins and for this reason is put up in small cans for the retail trade so that it can be easily used while it is good. Condensed milk is used for cooking wherever whole milk is called for, but allowance must be made for the extra sugar. It has been used under special conditions for baby feeding, and when so used care must be taken to supply the infant with orange or tomato juice during the day. On camping trips or at any place where the purity of the fluid milk supply may be questioned, condensed milk is a safe alternative.

### Evaporated Milk

Evaporated milk is whole milk reduced in bulk but with no sugar added. For this reason, it is available for many household uses when the sugar is a disadvantage. Many housekeepers prefer it over condensed milk for this reason. Because of the lack of sugar it does not keep as well as condensed milk after the can is opened. It is retailed only in small cans which can easily be used before spoiling.

Evaporated skimmed milk is used in bakeries, in candy making, in cooking and in commercial ice cream making. Its food value is the same as fluid skim milk and its availability for general manufacturing use has added to the nutritive value of many products.

### Powdered Milk

Another method of preserving milk which has further increased the ease with which it can be stored or shipped is to take out practically all the water and leave the total solids as a creamy white powder. In this form it has all the fat and food value of fluid milk and can be used wherever any of the other forms is usable. It has been used for some time as calf feed.

The fat in powdered whole milk be-

comes oxidized when exposed to the air and this grade of powdered milk must be kept covered after the package has been opened. Milk is powdered by evaporation over hot rolls or by the "spray method", where it is run through a sprayer similar to a lawn sprinkler. The spray comes in contact with hot air and the milk powder is precipitated as a fine powder.

Evaporated buttermilk put up in bar-



## ECHOES OF DAIRY COUNCIL WORK

### HOW THE MESSAGE GETS OVER

One feature which makes work with children particularly interesting is that you never know what idea will attract the attention of the child or when he will give it forth again—often in altered form. Neither do you know what idea will linger in his mind and years later influence his actions and opinions.

The Dairy Council workers tell their stories over and over again to many children without any guage of how much sinks into their youthful minds. Once in a while something will come to light to prove that the children do re-

ceived diet, as described by their health instructor. This whole project will impress the important points of good health more firmly than any amount of talking.

Another case in point was a very troublesome boy who kept the school in hot water all the time. After the nutrition worker had given a series of talks the boys wanted to form a health club and then looking for definite work to do they decided that maybe this troublesome boy was just like one the nutrition worker described "Coming to school without breakfast." Very confidentially they talked their surmise with the nurse and very carefully they investigated and found that the boy was coming without any breakfast. Through the cooperation and help of the school nurse the Health Club planned that each morning he should have a good breakfast. Result: He is now one of the best boys in school; has been made an officer in the Health Club, and all the boys have learned the importance of right food at the right time.

Two little colored children came dancing home from kindergarten one day. "Oh, Mother," they said, "Miss Lewis says we must go to bed early so as to get up early." "That's all right," agreed their mother. "Miss Lewis says we must brush our teeth before breakfast." "You do that pretty well now." Mother thought the family was scoring satisfactorily on Miss Lewis' points. "But Mother, Miss Lewis says we must sleep with our windows open." "Yes, you do that, too." "No, Mother, Miss Lewis means all the windows." And Mother felt that even health instruction must be interpreted with discretion.

A member of the Dairy Council nutrition department was giving a tooth talk to a fourth grade in a Camden, New Jersey School. She explained to the children the value and method of using the toothbrush every morning and every night.

"The children were very much interested in the story," she says, "and I asked them how many had toothbrushes and used them every day. One little Polish boy was very eager to tell me that he used his toothbrush every day. When I told him that was the right thing to do, much to my surprise he added, 'Yes, ma'am, me and my sister use it together.' Of course the class was in an uproar after this remark, but we finally made him understand that everyone must have his own toothbrush."

The School Nurse from another Camden school was visiting a home where there were seven children, including a new baby. The nurse, after instructing the mother in the proper way of taking care of the baby, spoke to her about the rest of the children. She started to tell her about the value of milk and the use of fruit and vegetables and the mother interrupted her saying, "Oh, I know all about that as my little girl, the second grade, has been all through healthland with a lady and after each trip she comes home and tells me the story. I have stopped giving my children coffee and am trying to give them the right kind of food."

This is a very concrete example of where it pays to start active health work in the lower grades as it makes a decided impression on the children.

### A POEM

Written by a Tin Watch

*I've often thought I'd like to be  
The village clock above the tree,  
With great big hands to wash my face  
When drops of rain began to race.  
I'd always have fresh air to breathe,  
And tell the sun when it might leave.*

*But then, I guess I'd rather be  
The kitchen clock that's always free  
To smell the food that cookie cooks,  
And learn her secret pantry nooks,  
And here's the town clock's greatest loss:  
He can't watch cook make apple sauce!*

## QUARANTINE AGAINST CATTLE FROM ILLINOIS EFFECTIVE MAY 1st, 1926

Pennsylvania Department of Agriculture Advises

Warning is hereby given that cattle of questionable health are being freely offered for sale in Illinois and have come into the hands of unsuspecting purchasers in Pennsylvania; therefore:

Under authority of the Acts of July 22, 1913, and June 7, 1923, the Pennsylvania Department of Agriculture has adopted and will strictly enforce a general quarantine regulation and the following rules until the danger of invasion of bovine tuberculosis from Illinois shall have passed:

A general quarantine is hereby declared against all cattle from the State of Illinois: Such cattle may be consigned to Pennsylvania points only under the following rules:

1. Apparently healthy cattle of strictly slaughter type may be consigned to approved slaughter houses for immediate slaughter within ten days of arrival at destination:

2. Cattle from accredited herds and accredited areas will be admitted to Pennsylvania when accompanied by an official certificate showing such accreditation:

3. All other cattle, including stockers and feeders, must be accompanied by a certificate of health and tuberculosis test made by an approved veterinarian and signed by the Federal or State Official in Charge: Such cattle will be held in quarantine at destination in Pennsylvania for sixty (60) days at owner's expense and retested with tuberculin: Except: When such cattle are bled to or through the stockyards at Pittsburgh or Lancaster the certificate of health and tuberculin test will not be required but the cattle will be examined and tested at those yards then forwarded to destination in quarantine to be retested in sixty (60) days:

4. This regulation and the rules shall apply to calves as well as mature cattle.

5. This general quarantine regulation against the State of Illinois does not suspend or nullify the requirements of previously existing cattle regulations governing the importation of various classes of cattle into Pennsylvania.

Any violation of this general quarantine regulation or of these rules will be vigorously prosecuted.

### NEW QUALITY CONTROL

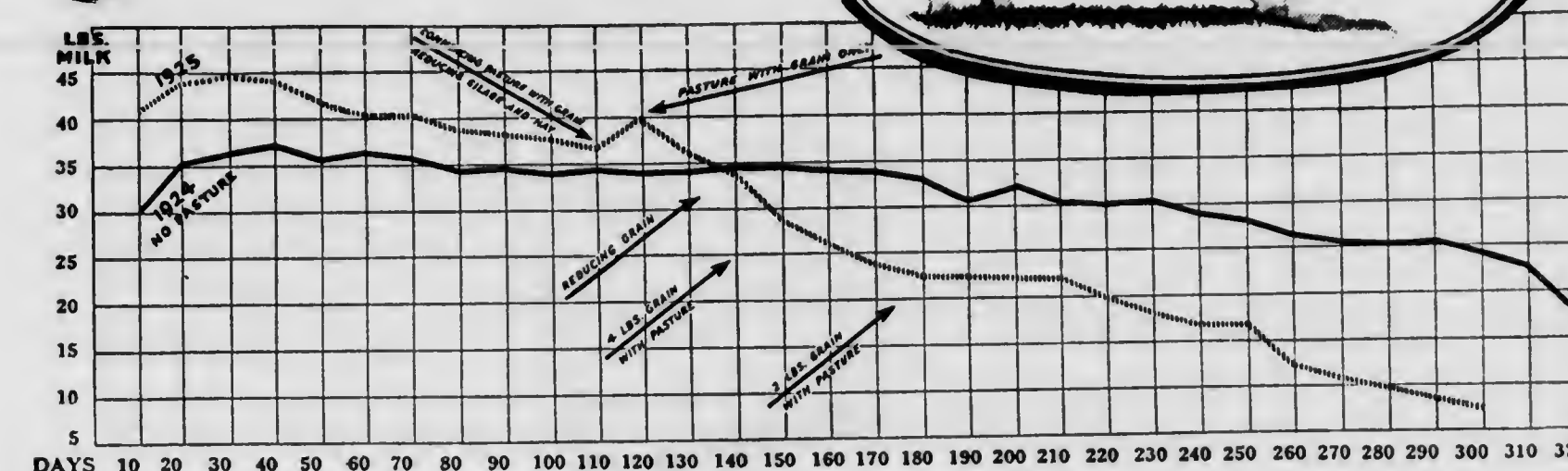
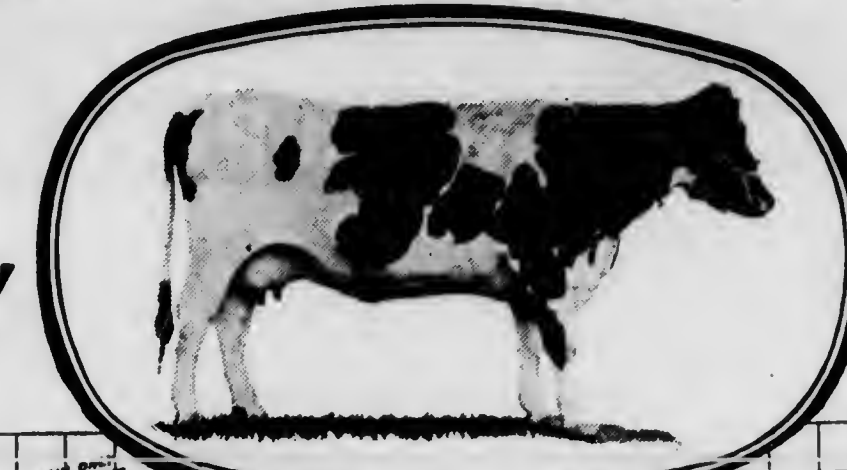
#### TROL FIELDMAN

John S. Bryan, Perkasie, Pa., a graduate of Pennsylvania State College, has been added to the forces of the Quality Control Department of the Philadelphia Inter-State Dairy Council.

Mr. Bryan has been very actively engaged in agricultural work. During his High School days he represented the community at the Eastern States Exposition, in both the Swine and Dairy judging teams, winning in both contests. At Penn State College he was manager of the Penn State Dairy Exposition. He was also a member of the Penn State Dairy Club. He was also a member of the Penn State Dairy Club. He was also a member of the Penn State Dairy Club.

This is a very concrete example of where it pays to start active health work in the lower grades as it makes a decided impression on the children.

## On May 16<sup>th</sup> this Cow went on pasture



These lines represent the daily average production in each 10 day period. To obtain this figure the total production in each period was divided by ten to avoid all the little fluctuations in day-to-day records.

IN THESE two simple lines is written the story of two lactations in the life of a cow. The chart shown above is a graphic record of the milk production, during 1924 and 1925, of Cow 76, an ordinary grade Holstein at the Larro Research Farm.

The solid line shows milk production in 1924—a good, even milk flow, averaging over 31 lbs. a day throughout the lactation, during which the cow was fed Larro and hay, with no pasture. On this diet, she not only produced profitably, but built condition, entering her 1925 lactation with a production up to 47 lbs. a day.

Then, on May 16th, 1925, she went on pasture, the grain ration, however, being fed with the grass. Production increased temporarily as is indicated by the sharp peak in the broken line representing 1925 milk production. This increase, however, lasted but ten days. As the grain ration was reduced, production fell off sharply.

Two months after she went on pasture she was giving only 22½ lbs. of milk a day. On the 280th day of this lactation, the milk yield was only 10 lbs., as compared with 25 lbs. on the

280th day of her previous lactation, when she was getting Larro, with no pasture.

Though the 1925 pasture was plentiful, she simply was not getting enough nourishment. The grass had served admirably as a "spring tonic," but ten days saw the end of this effect. It could not take the place of sufficient food.

"No cow can produce a really liberal amount of milk for any time on grass alone. Sometimes they will do it for a while by drawing on their reserves, which means losing weight and condition, followed with a rapid drop in milk production. Heavily milking cows so treated always disappoint their owners by their poor production the following winter."

So speaks Dr. C. H. Eckles, Chief of the Division of Dairy Husbandry at the University of Minnesota, and one of the world's leading dairy authorities.

Feed your cows 1 lb. of Larro for each 5 lbs. of milk they produce, even with the best pasture. Increase your Larro ration when pasture becomes inferior. Your summer profits will be larger. Your cows will maintain the condition necessary for capacity production next fall and winter, when milk prices are highest.



THE LARROE MILLING COMPANY  
Detroit - - - Michigan

# Larro

DAIRY FEED — POULTRY FEEDS — HOG FEED



For three years before Larro Poultry Feeds were offered for sale they were made to prove their right to the name Larro in a series of carefully checked feeding tests. In every test the Larro-fed birds produced more eggs and developed quicker, with less mortality than those fed on any of the better known rations now available. The regular use of Larro Poultry Feeds will add greatly to your profits, too. Ask your dealer. (627)

## PHILADELPHIA INTER-STATE DAIRY COUNCIL

The various departments are at your service and will assist you in planning

## EDUCATIONAL ENTERTAINMENT

for your Community, Local or Club Meetings. Lectures, Speakers, Motion Pictures, Lantern Slides, etc. Write us for detailed information and program.

R. W. BALDERSTON, Sec'y 1211 Arch Street, PHILADELPHIA



## Michigan Feeds this Ration to Over 1700 State-Owned Pure Breds

—and averages more than 10,000 lbs. of milk per cow, annually

Increased production is the first result of feeding Michigan State Rations everywhere, every time. More milk per cow—more money, for what you sell—more dairy profit at the end of the year.

One herd reports an increase of 400 lbs. per day. Others report bigger production, smaller feed bills—and more profits.

### A Feed for Every Need

Eight different formulae—one for every need—each prepared by dairy experts to insure the right feed for every herd—a feed adapted to the needs of each herd. Michigan State Rations formulae were prepared for the use of State-owned herds—not for selling purposes. They were designed to give the right proportions of protein, fat, and digestible nutrients to insure big milk production.

### Cost Less than Ordinary Feeds

The materials used in Michigan State Rations actually cost more than those in ordinary feeds but you can buy them for much less. You pay only for materials and milling. Direct selling from the mill to you eliminates middlemen's profits, high expenses and commissions to salesmen. You buy at a price that saves you \$4.00 to \$8.00 per ton.

**Get the Facts:** Ask for a complete description of Michigan State Rations. Select the one best adapted to the needs of your herd—then buy that feed at a big saving. Write today!

A. K. ZINN & CO., 206 Liberty Street, Battle Creek, Mich.

## Feed it to Your Herd! at the Same Price Per Ton and Save \$4. to \$8.

### Buy Early-- Avoid the Rush

Save yourself the disappointment and hurried erection and improper adjustment of your Unadilla Silo. Order NOW and get the benefit of a real good discount.

Cash brings you a liberal discount which represents real earnings, since it is money that you actually keep in your pocket.

Don't put off making this saving. You get all the superior qualities of the famous Unadilla at a price that can't be equaled at a later date.

Our handsomely illustrated catalog will tell you the Unadilla story in detail. It's well worth sending for.

Read too, about the construction and value of our water tubs, storage tanks and vats.

UNADILLA SILO CO.

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## UNADILLA SILOS

### POWER MILKER 35

Complete READY TO RUN 19 to 40 cows an hour—easy, clean, 10 to 15 lbs. milk the human way—easy on the milkers. 20 Days Trial—10 Year Guarantee—Cash or Easy Terms—write to J. O. G. Mfg. Co. for FREE literature. Get your own milkers! Write for FREE literature. 4311 White Street, Ottawa, Kansas 4311 Maple Street, Pittsburgh, Pa.

Ottawa Mfg. Co.

### BUYERS IN HAGERSTOWN, MARYLAND COOPERATE

Middletown, Md., Local Meets  
Through the efforts of M. D. Moore, County Agent of Washington County, Maryland, a meeting was held on May 14th in Hagerstown, Md., with the two large milk distributors of that city and H. D. Allebach, president and S. Blaine Lehman, director of the Inter-State Milk Producers' Association, to consider plans of closer cooperation.

This was highly satisfactory and beginning June 1, 1926, these local dealers will cooperate with both the Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council.

### Middletown, Md., Meeting

On Friday evening, May 14th, the Middletown, Md., Local, held a meeting in the Community House, in Middletown. Seventy-five people attended.

S. Blaine Lehman, made a brief address outlining the activities of the producers' association. H. D. Davis, representing the Supply, Wills, Jones Milk Co., which company has a receiving station at Hagerstown, Md., outlined the policy of the company in connection with its milk supply.

The plans and policies of the Inter-State Milk Producers' Association was also outlined by H. D. Allebach, its president. He stressed its features in check testing and weighing of its members' milk as well as its program looking toward a safe milk supply.

### COLUMBUS, N. J., LOCAL

The Columbus, N. J., Local of the Inter-State Milk Producers' Association held a regular meeting in Columbus on May 10th. A good representation of the milk producers in that vicinity were present when president C. C. Tallman, who is also a Director of the Inter-State Association, called the meeting to order.

The milk market in Columbus and vicinity was discussed by many of those present.

Frederick Shangle, vice president of the Inter-State Milk Producers' Association presented an outline of market conditions in the Philadelphia Milk Shed.

### NEWARK (DEL.) MEETING AND ELECTION

The Newark (Del.) Local of the Inter-State Milk Producers' Association, held its annual meeting at the University of Maryland, Newark, Del., May 12th, over 100 members being in attendance.

H. D. Allebach, president of the Inter-State Milk Producers' Association, made an address, outlining general market conditions following which there was a general discussion on the subject of weighing and testing, selling methods, etc.

F. M. Twining, in charge of the Testing and Weighing forces of the Association made a brief address outlining the various features and plans of this departmental work.

R. O. Bausman, county agent for New Castle County, Delaware, made an interesting address on the feeding of dairy cattle and milk production.

Officers of the Newark Local, to serve for the current year were elected as follows:—president, H. W. Cook, Newark, Del.; secretary and treasurer, H. C. Milliken, Porters, Del.

A committee of three, composed of J. Leslie Ford, Samuel Murray and C. Edwin Guthrie, was appointed to discuss with the Wilmington, Del. buyers of milk some differences regarding the hauling of members' milk being shipped to that city.

## How to Keep Milk Sweet

Bad utensils make bad bacteria  
Bad bacteria make bad milk  
Bad milk makes bad customers  
Bad customers make bad business  
Good B-K makes good utensils  
Good utensils make good milk  
Good milk makes good customers  
Good customers make good business  
**easy the B-K way**

WHAT makes milk sour? Authorities are agreed the most common cause is seeping of the milk with bacteria from contact with non-sterile utensils, etc.

Furthermore, cans sterilized at the factory become seeded again through exposure, so that by the time the farmer is ready to use them, they are infected. The only safe plan is to sterilize all cans and utensils just before using, at the farm, with a B-K rinse. Tests prove it kills 95% of the bacteria.

You will find it pays to use B-K. It costs only a couple of cents a day to keep utensils and milk-house sweet and clean. You'll prevent sour, off-flavored milk and odors.

**Write Today for FREE Bulletin** telling all about B-K way for quick, easy sterilizing of cans, buckets, separators, milking machines, etc.

General Laboratories Dept. 103F Madison, Wis.

## Make Us Prove Our Guarantee!

We have made this statement for many years. International Special Dairy Feed will increase milk production at least 20-quarts per sack over any unbalanced ration now being used.

That's a broad statement to make. But we go farther. We also say that if it doesn't deliver the 20-extra quarts per sack you get our bank check for the difference. If you are using home grown grains or other unbalanced rations you can qualify for this all-in-your-favor offer.

### Always A Reason

There's no mystery about International Special Dairy Feed. The reason for the unflinching success of this great feed lies in the special blending process. Only the choicest ingredients obtainable go into Special Dairy Feed. At regular intervals all through the day trained laboratory men test the feed as it goes through the various processes. No feed could be better than

## INTERNATIONAL SPECIAL DAIRY FEED FOR GREATER MILK PRODUCTION

We want you to try for those 20-extra quarts per sack at our expense. Have your local dealer deliver a trial ton. Feed it as a complete ration or mix with home grown grains according to directions on the sack. Then compare results. If it doesn't do as we guarantee we pay you the difference between what you get and the 20-extra quarts per sack we guarantee. That's a fair proposition isn't it?

If you do not know what dealer handles International Special Dairy Feed in your territory write us for his name. The quicker you act the sooner you get the extra milk profits.

International Sugar Feed Co. Minneapolis, Minn.

20 Extra Quarts From Every Sack - GUARANTEED!



## COW TESTING ASSOCIATIONS RECORDS

### MIFFLIN COUNTY COW TESTING ASSOCIATION

D. C. Drake, Tester

The Mifflin County Cow Testing Association has twenty-four herds on test with 213 cows in milk and 26 dry. Two pure bred bulls were purchased by members of this association during April. Cows producing over 40 pounds fat numbered 29, of which 6 produced over 50 pounds. Fifty cows produced over 1000 and 16 cows produced over 1200 pounds of milk.

John Byler owned the high herd with an average of 39 pounds butterfat.

### Ten Highest Producing Cows in Butterfat for Month

Owner	Breed of Cow	Lbs. Milk	% Fat	Lbs. B. Fat
Rudy Yoder	G. H.	1551	4.1	63.6
Jonas Yoder	Gr. G.	1197	5.2	62.2
John Byler	R. H.	1920	3.2	61.4
John K. Yoder	Gr. S.	1170	4.5	56.2
W. K. Peachey	Mixed	1110	4.8	53.3
S. W. Zook	G. G.	1152	4.5	51.8
John Wirt	G. H.	1323	3.7	49.0
A. C. Yoder	R. H.	1344	3.6	48.4
John Byler	Mixed	1341	3.6	48.3
Jonas Yoder	Mixed	1041	4.6	47.9

### MONTGOMERY COUNTY COW TESTING ASSOCIATION

F. E. Martin, Tester, Norristown, Pa.

Twenty-three herds were tested during the month of April, with 325 cows in milk and 45 dry. Seven unprofitable cows were sold. Fifty-two cows produced over 40 pounds and twenty-five produced over 50 pounds of fat. Sixty-seven cows produced over 1000 and thirty-six produced over 1200 pounds of milk.

### Highest Herd Average Milk Production

Cows in Herd	Average Pounds Milk
Ursinus College	14 1300
Landis, Wm. H.	17 1163
Schultz, Warren	12 1080
Rothberger, A. K.	16 1081

### Highest Herd Average Butterfat Production

Cows in Herd	Average Pounds Fat
Ursinus College	14 42.7
Landis, Wm. H.	17 38.7
Schultz, Warren	12 38.3
Rothberger, A. K.	16 35.4

Among the honor cows producing over 40 pounds fat or more during the month, were the following:—

Landis, Wm. H. Six cows, the highest producing 2538 lbs. milk, 91.4 lbs. fat.  
Hendren, W. J. Two cows, the highest producing 1260 lbs. milk, 83.2 lbs. fat.  
Rothberger, A. K. Five cows, highest producing 1644 lbs. milk, 65.8 lbs. fat.  
Alderfer, Vincent. Three cows, the highest with 1743 lbs. milk, 64.5 lbs. fat.  
Ursinus College. Nine cows, the highest producing 1473 lbs. milk, 61 lbs. fat.  
Schultz, Warren. Four cows, the highest producing 1890 lbs. milk, 60.5 lbs. fat.  
Murphy Harvey. One cow, 1446 pounds milk and 53.5 pounds fat.  
Lester, H. K. Four cows, the highest producing 1473 lbs. milk, 53 lbs. fat.  
Wood & Sons. Three cows, the highest producing 1551 lbs. milk, 52.7 lbs. fat.  
Gerhard, Owen. Three cows, the highest producing 1419 lbs. milk, 52.7 lbs. fat.  
Hutt, C. W. One cow, 1365 pounds milk and 47.8 pounds fat.  
Allebach, H. D. Three cows, the highest producing 1589 lbs. milk, 47.7 lbs. fat.  
Schultz, Est. Levi. Three cows, highest producing 1224 lbs. milk, 44.1 lbs. fat.  
Woodward, O. M. One cow, 972 pounds milk and 41 pounds fat.  
Baily, A. L. One cow, 1050 pounds milk, 41 pounds fat.  
Cleaver, Wm. One cow, 795 pounds milk, 40.5 pounds fat.  
Vreeland, Franklin. One cow, 956 pounds milk, 40.2 pounds fat.

## WILL QUARANTINE CATTLE SHIPMENTS

To protect New Jersey cattle from tuberculosis said to exist to an alarming extent among live stock in certain sections of the country, the State Department of Agriculture has ordered a quarantine on shipments into this State from points where the disease is said to be prevalent.

The quarantine, while directed primarily against the State of Illinois, is effective in the case of shipments of dairy or breeding cattle from any public stock yard or place of public sale. Following is the order.

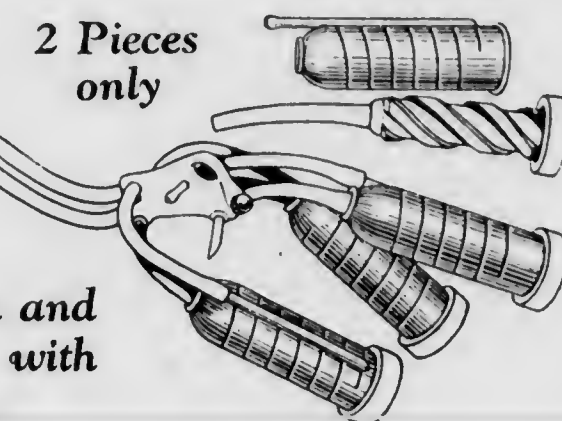
"Dairy and breeding cattle originating in the State of Illinois or consigned from that State, including the Chicago stockyards, destined to New Jersey points will be held in quarantine at destination at the owner's expense and retested with tuberculin within 60 days of date of arrival.

"Dairy and breeding cattle from accredited herds or accredited areas in the State of Illinois will be accepted when accompanied by a properly executed and officially approved tuberculin test chart.

"Dairy and breeding cattle and calves originating in any public stockyard or a point designated as a public sale stable or sale yard, consigned to New Jersey points, will be quarantined at destination at the owner's expense and held subject to an approved retest with tuberculin within 60 days, unless special written permission has been obtained in advance for shipment from any place enumerated in this paragraph."

## THE NEW TEAT CUP

2 Pieces only



It is easier to clean and milks faster and with less vacuum

PERHAPS the reason you have never had a milking machine before is because you dreaded the cleaning or had the mistaken notion that a mechanical milker might be uncomfortable to your high-bred herd. Any suspicion of these troubles is completely removed by the new Perfection Teat Cup. It has only two parts. One pull and it's all apart for quick and easy cleaning.

Furthermore the Perfection with the new teat cup milks faster and with lower vacuum—two most important features. The Perfection is the only milker on the market which gives you control of suction and squeeze separately. You can regulate the milking condition to suit each cow throughout the entire lactation period.

The new teat cup can be used not only on any Perfection milker, but on any other inflation type milker.

Why waste time and energy milking by hand?

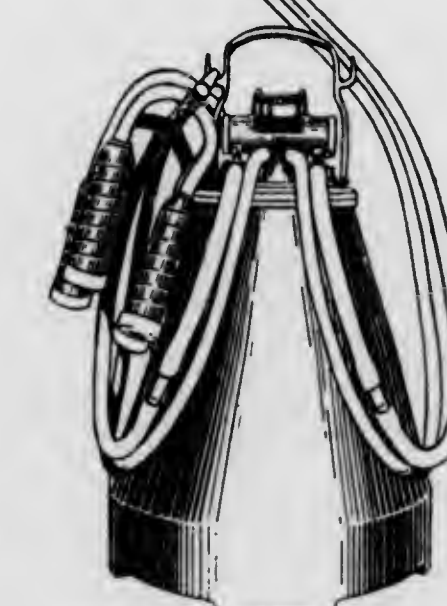
Easy terms if desired. Send for our new catalog today.

### Perfection Mfg. Co.

2858 East Hennepin Ave., Minneapolis, Minn.

— or —

253 West Jefferson Street, Syracuse, New York



## PERFECTION MILKER

### PHILADELPHIA

WOOD AND CEMENT STAVE  
TILE AND COPPERED METAL  
SILOS  
SPECIAL PRICES NOW  
CASH OR MONTHLY PAYMENTS



E. F. SCHLICHTER CO.  
BOX M. P. 10 S. 18TH ST., PHILA.

### FEED CALVES WELL

Dairy calves should be carefully and liberally fed. Well-fed calves develop into large and more efficient cows than do those which are stunted when young. If doubtful as to methods in feeding get a bulletin on the subject from the county agricultural agent.

## Willard

### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop. OUR SERVICE is unbiased and dependable.

### Pusey & Young Storage Battery Station

West Chester, Pa. Coatesville, Pa.

Alfalfa pays both the farmer and the land, and the stock likes it.



# De Laval Milker Users from 47 States Say—

**R**ECENTLY a questionnaire was submitted to De Laval Milker Users selected at random and located in all parts of the country. Replies were received from 1160, from every state except one. Following is a partial list of the questions and answers:

- Q.** Have you increased your milk production compared with hand milking?
- A.** **58.3%** say the De Laval does increase their production over hand milking.  
**29.6%** say it does about the same.  
**10.6%** say they do not know.  
**More than 98%** say they produce as much as or more milk with the De Laval than they do with hand milking.
- Q.** How does it agree with your cows?
- A.** **98.5%** answer favorably.
- Q.** What saving of time and labor have you accomplished with the De Laval Milker?
- A.** **34.6%** save 2.1 hours per day.  
**25.7%** save entire time of one man.  
**14.3%** save 50% in time and labor of milking.  
**9.1%** save entire time of two men.  
**1.2%** save entire time of three men.

The results of this questionnaire show that the De Laval Milker has made good in a remarkable way. Already more than half a million cows are milked with De Laval Milkers and the number is increasing rapidly. Write your nearest De Laval office for complete information.

## The De Laval Separator Company

NEW YORK  
165 Broadway

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600 Jackson Blvd.

SAN FRANCISCO  
61 Beale Street

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., JULY, 1926

NUMBER 3

## FIRST GIVE YOUR COWS A CHANCE TO DO THEIR BEST

By C. H. ECKLES\*

The well-fed cow is the cheapest producer. During the twenty-five years I have had charge of dairy herds there has been but one time, in the early days of the war, when this statement did not hold good.

A good deal has been said in recent years about culling your herds, and it is all good advice. However, let justice be done. Before condemning the cow give her a chance to make good. If the cows now in use were given this chance there is not the least doubt that the average production could be raised from 3,716 pounds of milk and 149 pounds of fat a year to at least 5,500 pounds of milk and 210 pounds of fat.

In other words, by making proper use of the cows now in use one out of every three could be sold for beef and the same amount of milk and cream produced.

No wonder many cows wear a worried expression these days. The owner drops casual remarks about the "high cost of producing milk" and "boarder cows". The tester for the testing association makes his monthly visits accompanied by his scales and Babcock tester. He looks over the herd with a critical eye and suggests interviews with the butcher.

The multitude of figures gathered in recent years on the cost of production and the wide range in profits in dairying fully justify this critical attitude. Recent figures from Minnesota farms, for example, showed certain farmers to be getting 80 cents an hour for the time spent with the cows, others in the same neighborhood were being paid as low as 4 cents per hour.

The difference between an income of 80 cents and 4 cents was not due to any act of government. It was not a case of luck. It was rather a case of cause and effect. The 80-cent-an-hour man brought together the necessary combination of good cows and suitable feed and management. The 4-cent-an-hour man neglected one or the other of these two essentials. There is every reason to believe figures of exactly the same character could be taken in any locality in the

United States where dairy cows are kept.

A statement of the income alone of this 4-cent-an-hour man does not tell the details of the story. If his cows could talk they could undoubtedly unfold a tale of injustice that would arouse the sympathy of every real stockman. A story of how they had been called "boarder cows" by an owner who did not supply good "board." Such a report



Holstein-Friesian Herd of I. V. Otto, Carlisle, Pa. Director of the Inter-State Milk Producers' Association

would be at least half the explanation as to why the owner was working for 4 cents an hour.

It seems to me highly important that every farmer depending upon the sale of dairy products for a portion of his income analyze the factors in his own situation.

His success depends upon a number of things, but all may be divided into two groups. The first is how efficient a set of machines he has, and the second is how well he uses them.

All that good breeding and careful selection can do is to give an efficient machine to work with. Having a good cow does not insure a large production; it merely makes it possible to secure such a production.

The total value of the dairy products of the United States reaches the enormous total of over two and a half billion dollars. We boast about the great total value of this product of our great purebred herds, our creameries, and dairy

(Continued on page 6)

## INCREASING THE CONSUMPTION OF DAIRY PRODUCTS

By R. W. BALDERSTON\*

The interest of the cooperative association in the question of increasing the consumption of the products sold by that association is one of the most concrete evidences of the sound business principles on which the cooperative movement is founded and of the good business practices employed by such associations. This interest in "sales stimulation" marks a development in the co-operative

fact that within a state there might be more than one center of marketing interest, as for instance in Pennsylvania, where the market centers around Philadelphia in the southeast, where the northeast is influenced by the New York City market, and in the west Pittsburgh is in the marketing center.

Such a Dairy Council was readily developed in New England as an outgrowth of the Food Administration effort to increase the consumption of dairy products during the World War. This organization was termed the New England Food and Dairy Council. Similar activity in the Philadelphia Milk Shed showed the Inter-State Milk Producers' Association that effort expended along this line would be well repaid in increased consumption. Consequently, in December, 1920, Mr. M. D. Munn, president of the National Dairy Council, was invited to attend the annual meeting of the Inter-State Milk Producers' Association and discuss with its members the possibilities of this movement. Mr. F. P. Willis, then president of the Association, had been studying the question for some time, and suggested that the Association take definite action. A resolution supporting the movement was unanimously passed by the delegates at the annual meeting early in December, and by January 1st, 1921, a plan had been perfected for financing and managing the Philadelphia Inter-State Dairy Council under producer-dealer auspices, the responsibility for funds to be borne equally by both groups and the management to be likewise under equal participation with a neutral chairman.

This became the first affiliated regional unit of the National Dairy Council and the first development of territorial Dairy Council organization. Soon similar units were established in other cities for the most part under similar auspices, and the movement has developed until today there are twelve regional units, covering a much larger number of cities, of which by far the greater number are directly responsible to the cooperative producers

marketing movement. Through this cooperative association the agricultural producer can, for the first time, be mobilized to do effective sales promotion. The farmer's interest in the increased consumption of his product is, for the most part, entirely different from that of the manufacturer, jobber, or retailer. The "cooperative" is directly interested in merchandising the whole of a product to the best advantage. In the case of the dairy cooperatives, a common agency, the Dairy Council, is available to all through which an increase in the consumption of dairy products can be effectively carried out. When the National Dairy Council first undertook to develop local activity through regional organizations, there was a thought that this could be perfected through state wide Dairy Councils. Very soon it was evident that a natural unit for the development of the Dairy Council movement, particularly with relation to the marketing of fluid milk, was around a primary milk market. This came from

(Continued on page 2)



## INCREASING THE CONSUMPTION OF DAIRY PRODUCTS

(Continued from page 1)

as well as to the distributors of the product.

The Dairy Council is supported nationally by such branches of the industry as representatives of the dairy machinery and supply group, the breed associations and butter and ice cream manufacturers and locally by producers and dealers interested primarily in increasing local consumption of dairy products. Through association in its activities, all these groups have come to a better understanding of the problems of each other and of the vital problems of the industry as a whole.

The Dairy Council movement in some ways is similar to the trade promotion organizations representing many other industries. It has, however, one fundamental guiding principle which is unique. It bases its educational activity on the health value of its product and makes no attempt to push the sale of milk and other dairy products beyond the point recommended by our nutritional authorities. There is no danger of the market for dairy products reaching the saturation point in the near future if based on this standard of consumption, for the authorities recommend from 33 1-3 to 100 per cent greater average consumption than that of the present time.

The first activity of the Philadelphia Inter-State Dairy Council was that of offering to give free milk to all children in the public schools who were 13% or more underweight and whose parents were unable to pay for it, provided the school and health authorities would enroll such children in special health education classes, correct their physical defects, and would use the resulting facts obtained from the records of gains in weight of such children as a basis for a general school nutrition program. The result of this cooperative effort has been to focus the attention of the parents of practically all seriously undernourished children of the Philadelphia public schools on the factors which will bring their children up to weight and school doctors are insisting on the consumption of a quart of milk a day by each child as a consequence of this nutrition demonstration.

A survey by the United States Department of Agriculture in 1924 showed that the consumption of butter in Philadelphia was 25% above the average butter consumption in the United States, and inversely the butter substitute consumption in Philadelphia was but 25% of the average per capita oleomargarine consumption of the entire country.

The Dairy Councils early turned their attention to those publicity avenues which are peculiarly fitted for the type of educational effort which they were putting forth. These avenues are almost invariably closed to the usual type of advertising or propaganda effort. It is in the direct work in contact with groups of school children and adults that the Dairy Council has its greatest opportunity and has made its greatest contribution to the stimulation of sales of dairy products. The Dairy Council can point to direct and immediate results in increased consumption of dairy products in connection with much of this work, but many activities which are developing right food habits in the next generation, will not bring ultimate returns for several years, when the present group of school children are in homes of their own.

The National Dairy Council, and regional councils as well, maintains an

organized publicity service in order to prepare for the public press material with regard to the dairy industry, its importance in the economic agricultural prosperity of the nation, and in the well being of our people. The service which a department of this kind can render has been clearly demonstrated.

Two distinct educational departments are maintained—a nutrition department made up of those with special training in nutrition and foods, and a dramatic department composed of persons who have been especially equipped to train children in health plays and pageants and to speak before school assemblies.

The whole Dairy Council program is supported by suitable educational material such as posters, booklets, plays, lantern slide lectures, and exhibit material suitable for fairs and store windows. These are almost entirely developed within our own organizations.

Very early in the Dairy Council work the organizations found themselves confronted with the question of sanitary standards in connection with the supply of dairy products furnished the markets in which the Councils were operating. Inasmuch as the only dairy product was produced almost entirely within the local territory, the Councils began a gradual campaign of education to show the farmers how to produce a better quality of milk from the sanitary standpoint and the importance of this as a marketing measure.

This led to the organization of a quality control or improvement department in two of the Dairy Councils and the close collaboration with the milk sanitation departments of other centres.

The Philadelphia Inter-State Dairy Council was the first one to take up this new line of work and in this Council it has developed to the largest extent. At the present time 85% of the milk supplying Philadelphia is under the direct supervision of the Council. Permits are issued to farmers and to dealers to produce and handle milk under regulations agreed to by the Inter-State Milk Producers' Association and the cooperating dealers. Over 400 men have had to discontinue shipping because of unwillingness or failure to meet these regulations. It is estimated in the Philadelphia territory 20,000 farmers have an average of not less than \$50 each invested in improvements or additional equipment to meet with the sanitary milk code. It has cost the Philadelphia dealers something more than \$100,000 to equip their country plants with can washers and to make other improvements and changes required by the Dairy Council.

Through this Quality Control Movement the Dairy Council goes right back to one of the foundation principles of sound cooperative marketing—the standardization of the quality of the product.

The Dairy Council is rapidly taking its place as one of the agencies which are actively engaged in educational work among groups of rural people. Supported as it is to a very large extent by dairy farmers, it has a distinct obligation toward these groups which it has endeavored to fulfill since its inception. Meetings with farmers at which lectures and talks on problems of milk production, particularly with regard to quality, have been most successful.

The Dairy Council has two motion pictures dealing with the problems of the dairy farmer which are interesting and

(Continued on page 9)

## NATIONAL DAIRY COUNCIL HOLDS SUMMER CONFERENCE

Fifty leaders in the child welfare and health program of the National Dairy Council and its 14 regional units held a three-day session at the Statler Hotel, Detroit, June 23, 24, and 25, featured by the development of much new material and many additional fields of work for carrying on its activity during the coming year.

With the opening address of M. D. Munn, president, the Council at once divided itself into committees of workers to discuss and act upon the posters, leaflets, banners, booklets, exhibits, plays and stories and other new projects by which the Dairy Council promotes its health work in schools, clubs and other civic institutions. Mr. Munn stressed the policy of the Council as a National organization made possible by the development of effective local organizations throughout the nation, each unit and each worker considered an important link in the carrying on of the Dairy Council program.

Talks were given during the conference by co-operating organization leaders, including Dr. Guy Lincoln Kiefer, medical director of the Michigan Bell Telephone Company. Dr. Kiefer pointed out that the fundamentals of diet are an important educational program in leading industrial concerns today.

Miss Mary Murphy, director of the Elizabeth McCormick Memorial Fund in Chicago, featured the Thursday evening welfare discussions attended by many from co-operating health and welfare organizations. "Parents are today eager to have their children examined and to correct defects before starting them in school and on the journey through life," she stated, "and it is in this period that the most important habits of life, whether as to care of body or mind, are formed."

Samuel Williams, of Huntington, Indiana, opened a discussion of serving milk in factories. Mr. Williams, who for years has organized factory milk service in all factories of Huntington, told how workers became attached to the service.

"Men to sell milk must be sincere in urging others to use it," said Mr. Williams. "One man can serve 75 to 125 men in a half hour, in well arranged factories. Men often take as high as three or four bottles. In railroad foundries, milk is always available, since drinking water is not permitted during working hours. Absences from sickness in one factory have been reduced from 12 to 7 percent, due to milk service largely."

"The Masque of Beauty from All Ages" given by Philadelphia Inter-State Dairy Council, was described by Miss McCann before the conference, as were several new projects, including: nationwide boys' and girls' health club projects by Miss Coon; the newly created Dairy Council publicity program by Mr. Potter; a children's chalk-talk on health and the right foods, by Mr. Lund; a junior high school talk, "Columbus" by Clifford Goldsmith; a lantern-slide story, "Trip to Healthland" by Miss McWilliams; and a school children's health story by Miss Borland, of Pittsburgh.

The entire third day of the conference was consumed in acting on the extended reports of committees on selected material and projects. Policies as to standards expected of Dairy Council workers and as to what the Councils should offer in developing a well-trained organization were adopted, as well as some policies regarding relations between Council units and with co-operating health and welfare organizations.

## MILK'S RICHNESS VARIES

### Eleven Reasons Why Test Is Not Always the Same

One of the reasons why cream does not test the same all the time is found in the fact that the milk from a cow or from a herd of cows, does not test the same day after day.

But why?

Why doesn't milk test the same all the time? Prof. C. W. Turner, of the Missouri College of Agriculture, gives these reasons:

1. More frequent milkings cause the test to raise.
2. The evening's milk usually tests higher than morning's.
3. The last portions of milk drawn from the udder contain the largest part of the fat. The last portions will sometimes test as high as ten to twelve per cent, while the first portion will test less than one per cent.
4. Exercise causes the test to rise. This is probably why the night's milk tests the most.
5. The test is nearly always lower the second month after the cow freshens. It then rapidly increases, the test being highest the last month.
6. The average test of the herd is always highest in the winter and lowest in summer.
7. A cow in fat condition when calving always has a higher average test for the year than when she freshens in thin and poor condition.
8. Reduction of the feed increases the fat test but reduces amount of milk. It is a fixed fact that the average of lower producing cows have a higher fat test. This is why it is so essential that the individual cow's milk be tested for fat. This should, of course, be no excuse for underfeeding your cattle.
9. Ordinary cows will produce more milk and milk of a higher test the first two weeks on pasture. High producing cows that are being fed to a maximum will not respond to pasture as well as ordinary cows.
10. Very rarely does the period of heat cause any change in the fat test.
11. As the cow grows older, the fat test decreases.

—From "The Milk Reporter."

## SURVEY OF DAIRY FARMS IN SOUTHEASTERN PENNSYLVANIA SHOWS FARM MANAGEMENT NEEDS

The price at which milk is sold and the efficiency with which it is produced very largely determine the profit from a dairy, the U. S. Department of Agriculture points out, following a survey of 422 dairy farms in southeastern Pennsylvania.

Even where no better market is available, says the report, many dairymen can raise the average price they receive by producing a larger proportion of the milk during the winter season, and by closer attention to cleanliness. The greatest changes can be made in lowering the feed cost.

"Efficient cows, comfortably housed, intelligently fed and cared for, constitute the most important essential to dairy farming. Improving the quality of the cows, paying more attention to feeding each cow just the right quantity of feed, and better balancing of rations are the important ways by which a farmer can increase the efficiency of his dairy."

Detailed results of the survey have been published in Department Bulletin No. 1400-D, "Factors Affecting Farmers' Earnings in Southeastern Pennsylvania."

## NATIONAL DAIRY SHOW

At a meeting of the executive committee of the National Dairy Association in Chicago recently arrangements were completed for all details of the twentieth annual National Dairy Exposition, to be held on the Michigan State Fair Grounds at Detroit, October 6th to 13th, 1926. The plans adopted will provide for a complete showing of the production, marketing and educational features of this great industry in keeping with its importance in the agricultural development work going on throughout the country.

Exhibits of cattle of the five leading dairy breeds and of grade cows from C. T. A. herds; college students' judging contests; boys' and girls' club work and vocational school students' judging contests; the national farmers' cattle judging contest; educational exhibits by the American Dairy Science Association and the United States Bureau of Dairying; the Health Food Show and exhibits by cow test associations—these are some of the features that will make the Exposition of infinite value to the entire dairy industry.

The prize list containing the new cattle classification will be prepared at once for distribution. Fewer classes with more money will be offered, and encouragement of home-bred animals and grade cows in honor roll herds will be the keynotes of the prize list. The program of judging is as follows:

Wednesday, October 6—College students' cattle judging contest.

Thursday, October 7—Holstein judging.

Friday, October 8—Jersey judging.

Saturday October 9—Boys' and Girls' club cattle judging contest; Vocational school students' cattle judging contest.

Monday, October 11—Ayrshire judging; Brown Swiss judging.

Tuesday, October 12—Guernsey judging.

The tremendous interest in this year's Exposition by men of the industry will make it a classic and insure a record attendance.

## DAIRYMEN AND CATTLE FEEDERS BUILD MORE SILOS

The silo population of Pennsylvania continues its rapid increase of the past decade, according to estimates, based upon county reports, made by the State Department of Agriculture. A year ago it was estimated that 53,143 farms, or about 27 per cent, were equipped with one or more silos. On December 1, 1925, the estimates indicated an increase to 60,618, or about 30 per cent, of all the farms.

"Dairymen and beef cattle feeders are turning to the silo more and more, in an effort to reduce feed bills and make the most of home-grown products," states John M. McKee, Deputy Secretary of Agriculture. "The silo is so generally used to-day that the large dairyman or cattle feeder who does not have at least one, is the exception. Not many years ago, the farmer who put up 'that tube-like structure' at the end of his barn and started 'canning' corn was the main topic of conversation among the village storehouse council. Dire results were even predicted. Time has changed the attitude entirely and to-day the increasing popularity of the silo is just one evidence of the greater efficiency of agricultural production in Pennsylvania. The same progress as evidenced by the silo can be traced to many other features of present-day farm equipment."

## FARMERS' WEEK AT STATE COLLEGE

Pennsylvania State College as is its usual custom, held its Annual Farmers' Week, June 16th to 19th.

Demonstrations and displays in practically to all classes of farm products were made. These included: Agricultural Chemistry, Agricultural Economics, Agronomy, Animal Husbandry, Botany, Dairy Husbandry, Farm Forestry, Farm Manufacture, Horticulture, Poultry Husbandry, Rural Education, Zoology and Entomology.

Special features entered the program in all these various subjects.

### Young Farmers' Meeting

Four hundred and fifty boys and girls attended the seventh annual Young Farmers' Sessions on June 16th and 17th. They represented 40 counties.

Fifty-nine from Potter County comprised the largest delegation in attendance.

### Farmers' Judging Contest

Over fifty farmers participated in the Farmers' Judging Contests. The following winners being noted.

#### Holsteins

- 1.—K. E. Storch, Troy, Pa.
- 2.—Frank P. Stover, Millheim, Pa.
- 3.—George H. Ritter, Loysville, Pa.



Erie County Team Wins Pennsylvania State Dairy Cattle Judging Crown. Left to right:—Donald Mallory, Waterford; Clyde Decker, North East; Harold Alward, Edinboro.

#### Jerseys

- 1.—J. L. Bernheisel, Loysville, Pa.
- 2.—J. H. Silvis, Greensburg, Pa.
- 3.—R. M. Smith, Wheelersville, Pa.

#### Guernseys

- 1.—W. F. Shrum, Jeannette, Pa.
- 2.—Harry Waltman, Muncy, Pa.
- 3.—R. E. Swartz, Bellefonte, Pa.

#### Judging All Breeds

- 1.—R. I. Tussey, Hollidaysburg, Pa.
- 2.—R. E. Swartz, Bellefonte, Pa.
- 3.—J. L. Bernheisel, Loysville, Pa.
- 4.—J. L. Brachman, Troy, Pa.

### County Team Cow Judging Contest

The total scores for the county team judging contests, not including vocational schools, was as follows.

#### Points

- 1.—Erie County .....664
- 2.—Franklin County .....656
- 3.—Bucks County .....631
- 4.—Lebanon County .....607
- 5.—Cumberland County .....604
- 6.—Beaver County .....584
- 7.—Montgomery County .....578

Twenty-one teams competed in this class.

## AMERICAN JERSEY CATTLE CLUB MEETS

The Fifty-Eighth Annual Meeting of the American Jersey Cattle Club which was held in New York on June 2nd, was attended by a large number of breeders from all sections of the United States, and a most satisfactory conference was held.

Reports submitted indicated that the past year was a very satisfactory one. Registrations reached the highest point in the history of the Club, being 55,110, while transfers numbered 43,147.

A slight decrease was reported in the number of cows tested last year, but the records of 2,315 cows were accepted for the Register of Merit.

Previous to the annual meeting the Directors voted to accept the one-day

test leaving the two-day plan in operation also, thus making it optional to test cows for one or two days. The one-day plan will reduce the cost of official testing, and should greatly stimulate this work. This new system of testing will go into effect on July 1st, 1926.

Mr. M. D. Munn, of Chicago, retired from the presidency after eleven years of service. Col. A. V. Barnes, of New Canaan, Conn., was unanimously elected President. The new Directors are: Mr. A. L. Churchill, of Vineta, Okla.; Dr. Rufus E. Fort, of North Nashville, Tenn.; Mr. P. W. Harvey, of Cleveland, Ohio.; Mr. M. D. Munn, of Chicago, Ill.; and Mr. A. H. Gross, of Detroit, Mich. Mr. J. F. Green, of Taft, Tex., was elected Vice President by the Board.

## INTER-STATE DIRECTORS MEET

The regular meeting of the Board of Directors of the Inter-State Milk Producers' Association was held at the association's headquarters, in the Boyertown Building, Philadelphia, Pa., Monday, June 14th, for the transaction of current business of the association.

Those present included H. D. Allebach, president; Frederick Shangle, vice president; Robert E. Branton, treasurer; R. W. Balderston, secretary and S. K. Andrews, J. H. Bennech, Ira J. Book, E. H. Donovan, E. Nelson James, J. W. Keith, H. I. Lauver, S. Blain Lehman, I. V. Otto, F. P. Willits, E. R. Pennington, J. A. Poorbaugh, C. F. Preston, Albert Sarig, C. C. Tullman, R. L. Tussey, Harry B. Stewart, C. C. Trontman, F. M. Twining and A. B. Waddington.

A delegation from Mount Pleasant, New Jersey, Local, from the Milford, N. J. Section, consisting of Messrs. Timney, Thompson, Spandenburg, Cole and Wilson, also attended the meeting.

The minutes of the previous directors' meeting, and those of meetings of the executive committee, held since the last directors' meeting, were read and approved. Current expenditures since the last meeting of the board were read and payment approved.

Robert E. Branton, treasurer, made a detailed statement of the association's financial condition for the months of April and May, which was also approved.

F. M. Twining, in charge of the testing and weighing department, made a very complete report of the activities of the field men, for the months of April and May. Over 6500 butterfat tests of members' milk were made in April and 8229 in May. The field forces signed up 150 new members in April and 195 in May.

The directors discussed, in a general way, the matter of the tuberculin testing of dairy cattle in the entire Philadelphia Milk Shed.

On Motion the date for the Tenth Annual Meeting of the Inter-State Milk Producers' Association was fixed for November 22 and 23, 1926. The various committees will be appointed by the president.

H. D. Allebach, reviewed the general market conditions in the various districts and cities in the territory. Weather conditions have seriously influenced consumption in the cities. In addition to unfavorable weather conditions there has been a serious lack of employment in several industrial fields, particularly in the wool and cotton textile industries. On the other hand, pasture prospects as a rule are poor, hay prospects are uncertain, as is also the prospective corn crop. The officers and executive committee are keeping in close touch with the situation, in view of maintaining a price level that will insure a satisfactory supply and still retard any movement tending toward a large surplus.

The various directors present made brief reports of conditions in their respective territories. There was an almost general report of short pasture prospects and short hay crops. Clover was generally reported short. Corn growth was reported late. Alfalfa, however, was reported as generally satisfactory. Production of milk in some sections was somewhat lower, due to unfavorable weather conditions, in others some surplus was reported.

### KEEP FLIES OUT

Screened and shaded stables will keep out the flies. Cow comfort and sanitation will be promoted by taking these precautions.



## INTER-STATE MILK PRODUCERS REVIEW

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August A. Miller, Editor

Advertising Managers: J. August A. Miller  
Frederick Shangle

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Vice President—Frederick Shangle  
Secretary—R. W. Halderston  
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## Editorial



Beginning with July, the price paid  
producers, for fluid milk, automatically  
reverts to that paid prior to May, 1926.

In other words the 23 cents per hundred  
pounds, deducted in May and June,  
in order to refund the buyers for the  
temporary advance made November  
15th, 1925, to January 15th, 1926, of a  
like amount, will have been concluded  
and the price of milk automatically re-  
verts to that paid prior to the advance  
or to the same basis as prevailed for  
basic milk, prior to that time.

The prevailing cool weather, so far  
this season, has made it comparatively  
easy for producers of milk to market  
their product in good condition, never  
the less precautions should be taken to  
cool the milk to the lowest possible  
temperature consistent with your water  
supply and if this is not low enough, ice  
should be used to reduce the tempera-  
ture of the water.

Proper cooling retards the growth of  
bacteria and thus prevents souring.

Consumers insist on a clean, sweet  
milk supply—and marketing milk that  
is sour or unclean greatly interferes with  
consumption. Not only this—but it  
means a direct loss to the producer as  
buyers reject such milk when delivered  
at their stations.

A little ordinary care in cooling and  
banning will protect you from such  
losses. See to it that your milk supply  
is right before delivery and you will  
save money and improve your market.

## MILK PRODUCERS REVIEW

July, 1926

The National Congress has practically  
disposed of the important farm relief  
measures for this session.

The "Dawes, McNary, Haugen Corn  
Belt Subsidy Bill" has been defeated  
in the Senate after many modifications  
in the original bill.

The Fess-Tincher Farm Credit Bill  
offered as a rider to the Administration  
Cooperative Marketing Bill, the bill  
which would have created a revolving  
fund of \$100,000,000, to be loaned the  
cooperative marketing groups, also met  
with defeat.

### TESTING DAIRY COWS

Dr. J. H. McNeil, Chief of the New  
Jersey Bureau of Animal Industry,  
favors the enactment of a law making  
compulsory the testing of cattle in order  
to eradicate disease in dairy herds. Con-  
ditions in this State are good, as the pro-  
gressive farmers and dairymen realize  
that it is to their benefit to have their  
cows tested, and any that may be found  
to be affected condemned and killed;  
but there are others who feel no concern  
and are willing to take chances.

Milk is an important article of food,  
especially for invalids and children, and  
should be produced as pure and clean  
and healthful as it is possible to produce  
it. A compulsory law will aid in securing  
this result, and in the interest of  
the public health should be passed. Tu-  
berculosis cows will not give pure milk,  
and every possible effort should be made  
to exterminate tuberculosis in cows.  
That can best be accomplished by a com-  
pulsory law, strictly enforced.—Editorial  
from the "Trenton Times", Trenton,  
N. J.

### MARKET CONDITIONS

The weather during the past month  
has stimulated production to some extent  
but proper seasonable weather conditions  
have hardly been such as to stimulate  
consumption. Ice cream consumption  
was still far below the usual volume  
during June.

The anticipated increase in fluid milk  
consumption has not yet materialized.  
The influx of visitors in Philadelphia in  
connection with the Sesqui-Centennial  
Exposition is far below the estimates at  
this time.

Labor conditions in the textile sections  
are still unsatisfactory and there are  
indications of similar conditions in some  
of the other industrial lines.

Farmers report pasture conditions as  
being more satisfactory. Showers have  
been pretty general throughout the terri-  
tory and practically all farm crops pre-  
sent a somewhat better appearance.

Platform conditions in Philadelphia,  
up to the third week in June showed a  
surplus of milk. This surplus was sold  
at prices well under the market price.  
At the close of the month, however, the  
market was somewhat better and on  
July first practically all of the supply  
was moved at full prices.

The association price for Grade B  
Market Milk (Basic Quantity, delivered  
F. O. B. Philadelphia, for three per cent  
butterfat content) for June was \$2.71  
per hundred pounds, or 5.8 cents per  
quart. The price of milk for the same  
grade and butterfat content, delivered  
at receiving stations in the 51 to 60 mile  
zone, was \$2.13 per hundred pounds.

The price of surplus milk at all re-  
ceiving stations for June, three per cent  
butterfat content for Class I was \$1.55  
per hundred pounds, while that for Class  
II was \$1.22 per hundred pounds. These  
prices apply at all receiving stations in  
the Philadelphia Milk Shed.

The price of Surplus Milk, f. o. b.  
Philadelphia, for June, three per cent

butterfat content was \$2.13 per hundred  
pounds or 4.55 cents per quart for Class  
I and \$1.80 per hundred pounds or 3.85  
cents per quart for Class II milk.

Beginning with July, Class II Surplus,  
under the Philadelphia Selling Plan, will  
be eliminated and all surplus milk will  
be paid for, by cooperating dealers, at  
the price of Class I surplus.

In July the price of basic milk will  
again revert to price paid during April.  
In other words the 23 cents per hundred  
pounds, advanced by the dealers last fall  
will have been repaid with the deduc-  
tion made in May, June, and July  
prices—subject to changes whenever  
warranted by market conditions, will be  
on the basis of \$2.94 per hundred pounds  
or 6.3 cents per quart, f. o. b. Philadel-  
phia, for 3 per cent. butterfat milk,  
and \$2.37 per hundred pounds at receiv-  
ing stations in the 51 to 60 mile zone.

### Feeds

There has been some fluctuations in  
feed prices. Early in June prices were  
inclined toward weakness, but in some  
classes there were recoveries, but aver-  
ages, compared to May were somewhat  
lower. Milk feeds as a rule were some-  
what lower in June as compared with  
the previous month. Linseed meal ruled  
firmer. Cottonseed meal was steady to  
firm. Gluten feed, reflecting the strength  
of other feeds, was somewhat stronger.

### June Butter Market

Butter has been going into cold storage  
quite freely during the past month. On  
June 1st it was estimated that 23,531,-  
000 pounds, as compared to 9,101,903 on  
June 1st, 1925, were in storage. On  
June 26th, 58,293,856 pounds were re-  
ported, as compared to 41,176,500 on  
June 26, 1924. This represents the hold-  
ings in the leading 26 cities storage ware-  
houses in the United States. Indications  
now point to the fact that the flush of  
this year's make has been reached, but it  
is expected that production will keep  
pretty close up to the high mark for  
some time or at least until July and  
August weather conditions effect produc-  
tion.

Prices during June have been com-  
paratively stable. The price of 92 score  
butter, New York City, early in the  
month ranged 40 1/2 cents. There was a  
gradual advance to 42 1/2 cents during the  
first ten days after which there was a  
gradual decline, with some fluctuations,  
closing the month at 41 cents.

The average price for 92 score, solid  
packed butter, New York City, on which  
the surplus price was based for June  
was .4118 cents per pound.

### ELECT TRUSTEES FOR PENN STATE COLLEGE

Delegates from 350 agricultural and  
industrial societies and organizations  
recently met at Penn State College, to  
elect four trustees for the college. Each  
County in Pennsylvania is entitled to  
six delegates, three from the agricultural  
and three from the industrial sections,  
for the appointment of these delegates  
under a provision of the college charter.

John S. Fisher, Indiana; Charles H.  
Schwapp, Loretta, and Vance C. Mc-  
Cormick, Harrisburg, were re-elected.

Jesse P. Warringer, Lansford, was suc-  
ceeded by the election of Furman H.  
Gyger, a farmer, of Kimberton, Chester  
County. He was elected for a three  
year term. Mr. Gyger has been promi-  
nently identified with the Chester County  
Agricultural Extension Association, the  
State Grange and the Inter-State Milk  
Producers' Association.

### BARN ENGINEERING SERVICE

To parallel the growth of market milk  
production from a family to an inter-  
state basis with the development of  
such information as will assist in the  
production of cleaner milk more eco-  
nomically is the basis of a six month  
project just recently begun by the Penn-  
sylvania State College under the direc-  
tion of E. Grant Lantz, of the Depart-  
ment of Farm Machinery in the School  
of Agriculture.

The work which will be carried on at  
any one farm will be governed by the  
pleasure of the individual producer, but  
it may be expected that the entire pro-  
ject will include: an increase in the  
lighting facilities both natural and arti-  
ficial, standard arrangement of pens and  
stalls for maximum efficiency, installa-  
tion of various types of floors, installa-  
tion of various types of water supplies  
and their accessories, the design and  
installation of satisfactory ventilation  
systems, and the design and remodeling  
of farm dairy houses.

The full scope of this work is avail-  
able to farmers in the state of Pennsylv-  
ania and if you are interested in these  
various problems and will address your  
communications to the Editor of the  
Milk Producers' Review, Boyetown  
Building, Philadelphia, Pennsylvania  
such inquiries will be promptly forward-  
ed to Mr. Lantz for his attention.

### LABOR AND CROP CONDI- TIONS IN NEW JERSEY

The supply of farm labor in New Jer-  
sey on June 1st was estimated at 83 per  
cent of a normal and the demand at 91  
per cent of a normal, resulting in a  
potential labor supply of 91.2 per cent as  
compared with 90.4 per cent on May  
first, 91.6 per cent on April first and  
93.3 per cent, the potential supply on  
June 1, 1925.

### Crop Conditions

Indications on June 1st, point to a  
probable production of 1,019,000 bushels  
of wheat as compared to 1,218,000  
bushels last year and 1,446,000 bushels,  
the average production for the past ten  
years.

Oats on June 1 were estimated at 81  
per cent of a normal, as compared with  
91 per cent last year and the 10 year  
average of 90 per cent.

Tame hay was estimated at 66 per  
cent of a normal on June 1st, as com-  
pared with 79 per cent last year and 84  
per cent, the average for the past ten  
years. Mixed hay is estimated at 65  
per cent as compared with 85 per cent  
last year. Clover, 68 per cent as com-  
pared with 85 per cent.

Pasture conditions on June 1 was 73  
per cent of a normal as compared with  
84 per cent last year and 87 per cent  
the average for the past 10 years.

The Ayreshire Breeders Association,  
Brandon, Vermont, has recently distrib-  
uted two interesting booklets; one  
"The Ayreshire Cow", the other, "Ayre-  
shire Milk", which are extremely inter-  
esting.

In "The Ayreshire Cow", a history of  
the breed is given and the characteristics  
of the Ayreshires are given in detail.  
The booklet is in twenty pages and cover  
and is elaborately illustrated with half  
tone engravings and color tone work.

"Ayreshire Milk", a fourteen page,  
fully illustrated booklet features the  
value of the milk of the breed—a "Just-  
right" milk product for people of all  
ages and particularly adapted for the  
baby and the growing child.

July, 1926

## MILK PRODUCERS REVIEW

Page 5

## LATEST MARKET PRICES

The basic and surplus provisions of the Philadelphia Selling Plan again became effective  
with January, 1926. The basic quantity is represented by the average monthly shipment of  
milk during October, November and December, 1925.

Beginning with January, milk will be paid for by cooperating dealers, on the basic and  
surplus plan. Milk shipped in excess of the basic quantity and equal to it in amount, will  
be paid for on the average New York, 92 score butter, solid pack, price for the month, plus  
29 per cent.

Milk in excess of the amount equal to the basic quantity will be paid for on a flat New  
York, 92 score, solid pack, butter price, for the month.

These quotations are based on 35% butterfat milk and a differential of 4 cents for each  
tenth point and 2 cents for each half tenth point up or down, and are for all railroad points.  
(Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is not to be used by the producers and that all  
buyers using it as a basis of payment to producers shall in addition thereto make the follow-  
ing contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46 1/2 quarts)  
of all milk purchased from any producer at price listed herein.

(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46 1/2 quarts)  
of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46 1/2 quarts)  
of all milk bought from other producers at price listed herein.

The funds so derived are to be used by the recipients for improving standards of quality  
in production and distribution of milk in the Philadelphia Milk Shed; for improvement and  
stabilization of markets, and for an educational campaign advertising the food value of dairy  
products.

### JUNE BASIC PRICE

F. O. B. Philadelphia

### GRADE B MARKET MILK

Basic Quantity

Test	Per	Price
per cent.	100 lbs.	per qt.
3.0	\$2.71	5.8
3.05	2.73	5.85
3.1	2.75	5.9
3.15	2.77	5.95
3.2	2.79	6.0
3.25	2.81	6.05
3.3	2.83	6.1
3.35	2.85	6.15
3.4	2.87	6.2
3.45	2.89	6.25
3.5	2.91	6.3
3.55	2.93	6.35
3.6	2.95	6.4
3.65	2.97	6.45
3.7	2.99	6.5
3.75	3.01	6.55
3.8	3.03	6.6
3.85	3.05	6.65
3.9	3.07	6.7
3.95	3.09	6.75
4.0	3.11	6.8
4.05	3.13	6.85
4.1	3.15	6.9
4.15	3.17	6.95
4.2	3.19	7.0
4.25	3.21	7.05
4.3	3.23	7.1
4.35	3.25	7.15
4.4	3.27	7.2
4.45	3.29	7.25
4.5	3.31	7.3
4.55	3.33	7.35
4.6	3.35	7.4
4.65	3.37	7.45
4.7	3.39	7.5
4.75	3.41	7.55
4.8	3.43	7.6
4.85	3.45	7.65
4.9	3.47	7.7
4.95	3.49	7.75
5.0	3.51	7.8

When milk is not tested, the price f. o. b.  
Philadelphia is 6 1/2 cents per quart.

### JUNE SURPLUS PRICE

At All Receiving Stations

Class I	per	Class II	per
per 100 lbs.	100 lbs.	per 100 lbs.	100 lbs.
3.0	\$1.55	3.0	\$1.22
3.05	1.57	3.05	1.24
3.1	1.59	3.1	1.26
3.15	1.61	3.15	1.28
3.2	1.63	3.2	1.30
3.25	1.65	3.25	1.32
3.3	1.67	3.3	1.34
3.35	1.69	3.35	1.36
3.4	1.71	3.4	1.38
3.45	1.73	3.45	1.40
3.5	1.75	3.5	1.42
3.55	1.77	3.55	1.44
3.6	1.79	3.6	1.46
3.65	1.81	3.65	1.48
3.7	1.83	3.7	1.50
3.75	1.85	3.75	1.52
3.8	1.87	3.8	1.54
3.85	1.89	3.85	1.56
3.9	1.91	3.9	1.58
3.95	1.93	3.95	1.60
4.0	1.95	4.0	1.62
4.05	1.97	4.05	1.64
4.1	1.99	4.1	1.66
4.15	2.01	4.15	1.68
4.2	2.03	4.2	1.70
4.25	2.05	4.25	1.72
4.3	2.07	4.3	1.74
4.35	2.09	4.35	1.76
4.4	2.11	4.4	1.78
4.45	2.13	4.45	1.80
4.5	2.15	4.5	1.82
4.55	2.17	4.55	1.84
4.6	2.19	4.6	1.86
4.65	2.21	4.65	1.88
4.7	2.23	4.7	1.90
4.75	2.25	4.75	1.92
4.8	2.27	4.8	1.94
4.85	2.29	4.85	1.96
4.9	2.31	4.9	1.98
4.95	2.33	4.95	2.00
5.0	2.35	5.0	2.02

When milk is not tested, the price f. o. b.  
Philadelphia is 6 1/2 cents per quart.

### JUNE SURPLUS PRICE

F. O. B. Philadelphia

Class I			Class II			
Test	per 100 lbs.	per 100 lbs.	per 100 lbs.	per 100 lbs.	per 100 lbs.	
3.0	\$1.55	\$1.80	3.0	3.65	1.79	3.6
3.05	1.57	1.82	3.05	3.7	1.81	3.65
3.1	1.59	1.84	3.1	3.75	1.83	3.7
3.15	1.61	1.86	3.15	3.8	1.85	3.75
3.2	1.63	1.88	3.2	3.85	1.87	3.8
3.25	1.65	1.90	3.25	3.9	1.89	3.85
3.3	1.67	1.92	3.3	3.95	1.91	3.9
3.35	1.69	1.94	3.35	4.0	1.93	3.95
3.4	1.71	1.96	3.4	4.05	1.95	4.0
3.45	1.73	1.98	3.45	4.1	1.97	4.05
3.5	1.75	2.00	3.5	4.15	1.99	4.1
3.55	1.77	2.02	3.55	4.2	2.01	4.15
3.6	1.79	2.04	3.6	4.25	2.03	4.2
3.65	1.81	2.06	3.65	4.3	2.05	4.25
3.7	1.83	2.08	3.7	4.35	2.07	4.3
3.75	1.85	2.10	3.75	4.4	2.09	4.35
3.8	1.87	2.12	3.8	4.45	2.11	4.4
3.85	1.89	2.14	3.85	4.5	2.13	4.45
3.9	1.91	2.16	3.9	4.55	2.15	4.5
3.95	1.93	2.18	3.95	4.6	2.17	4.55
4.0	1.95	2.20	4.0	4.65	2.19	4.6
4.05	1.97	2.22	4.05	4.7	2.21	4.65
4.1	1.99	2.24	4.1	4.75	2.23	4.7
4.15	2.01	2.26	4.15	4.8	2.25	4.75
4.2	2.03	2.28	4.2	4.85	2.27	4.8
4.25	2.05	2.30	4.25	4.9	2.29	4.85
4.3	2.07	2.32	4.3	4.95	2.31	4.9
4.35	2.09	2.34	4.35	5.0	2.33	4.95
4.4	2.11	2.36	4.4	5.05	2.35	5.0



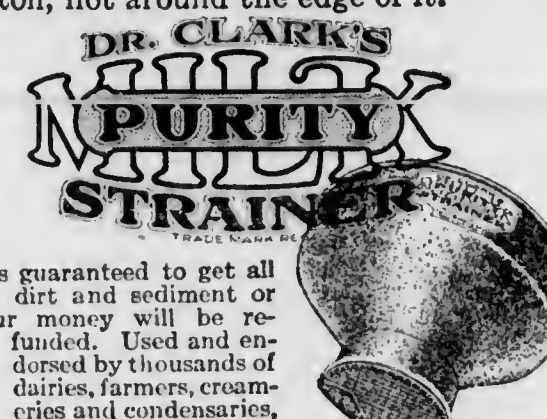
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Users of Dr. Clark's Purity Strainer invariably get Grade "A" on their milk tests. That is because the Purity Strainer completely removes ALL the dirt and sediment from the milk at the first straining. The cotton discs tightly clamped to bottom of strainer make it necessary for the milk to GO THROUGH the cotton, not around the edge of it.

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Gentlemen—Your Dr. Clark Purity Strainer is satisfactory and does everything you guarantee it will do. Our milk is shipped every day to the Philadelphia Milk Sheds and the test is Grade "A".

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**ASK THE MEN WHO OWN**

## HOLSTEINS

Government statistics prove that Holsteins influence farm income. According to the last Department of Agriculture Yearbook Holsteins represent 66 per cent. of the dairy cattle in 9 states in which the average income per cow was from \$100 to \$175. In 11 states where the income is less than \$25 per cow Holsteins represented only 13 per cent. of the dairy cattle.

Write for facts to  
The Extension Service  
**HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA**  
230 E. Ohio St. Room 603 Chicago

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### DAIRY STOCK POULTRY



Your feed dealer can now make you an especially attractive contract for your B.B. (Bull Brand) Dairy Ration requirements for the next six months.

See him today  
MARITIME MILLING COMPANY, INC.

**COST LESS — PRODUCE MORE**

Pastures should be watched carefully; they had a poor start this spring, and should not be hand-capped by overgrazing.

Uncle Ab says one of the best cures he knows for the wanderlust in farm boys is made up of equal parts of a swimming-hole, a dog, and a fish-pole.

## FIRST GIVE YOUR COW A CHANCE TO DO HER BEST

(Continued from page 1)

manufacturing plants. But we never boast of the average production of our dairy herds. Two of our cows produce about the same as one Holland cow. Two Danish or English cows equal three United States cows.

In one of our Minnesota cow-testing associations a man increased the production of his herd over 100 pounds of fat a year per cow after joining the association, and he did not sell a single cow. A few years ago a group of plain red cows of no particular line of breeding were picked up at the stockyards to serve as a foundation for a demonstration in building up a herd by breeding at a branch experiment station in Minnesota. These cows when properly fed and cared for averaged 196 pounds of fat per cow, or about one third above all the cows in the state, including of course many well-selected and well-managed herds.

We took another means of finding if the low production of some herds is the result of poor cows or because they have not had a chance. We sent to a farm where grade dairy cows were kept and where records were available for two years of what these cows had been fed and what they had produced. We bought four whose average fat production for two years had been 177 pounds. We placed these cows in our barn and gave them a home-grown ration which the previous owner could have raised on his farm.

He had purchased in st of his grain and raised timothy hay and corn fodder for roughage. We fed alfalfa hay, corn silage and for a grain mixture equal parts of corn, oats and barley. The grain was fed in proportion to milk produced. For the next two years, with no better care than on the farm of the original owner, except for better feeding, these cows averaged 246 pounds of fat, an increase of 69 pounds per cow.

To be sure, it cost a little more to feed them. One of the chief mistakes made by the previous owner was his failure to feed enough. The cost of feed was \$5.34 more per cow for the year, but for the additional sum we received \$30.45 worth of butterfat. All prices used were those reported for the two years on the farm of the original owner.

These results showed the same old story. The cows now for the first time had a chance. We merely made use of the ability to produce milk these cows possessed and which was not used by the original owner.

If I came into possession of an ordinary dairy herd my first move would be to have each cow dry six weeks and feed her while dry with sufficient liberality to have her in good condition at time of freshening. No cow will do well unless she gets a good start. After freshening I would feed the cows a ration suitable both in kind and amount to give them a chance to make good. Those that did not show the proper appreciation would make the acquaintance of the butcher.

It is a mistake to expect a cow that

has been poorly fed for several weeks or months, and as a result has dropped low in milk, to come back strong when she is given good feed. Experienced cattlemen know it is easy to let a cow slip down but hard to get her back.

Undoubtedly the most common mistake made in feeding the dairy cow is not feeding liberally enough. A cow producing around 250 pounds of fat in a year uses just about a half of a full ration to keep up her own body. This has to be taken out first of all. If the owner through a mistaken idea of economy feeds one fourth less than the cow can use he is really cutting in half the amount she has for use in producing milk; that is, for a cow capable of producing 250 pounds of fat in a year, three quarters of a full ration supplies only half of the amount she would need for producing milk.

Maintaining the cow may be likened to the overhead of keeping of a factory going ready for work, firing the boilers and running the machinery without doing any work. But the feed end is not all. There are many other expenses. These in the aggregate are about equal to the cost of the feed. If a farmer is willing to give a cow the half of a full ration necessary to keep her alive, to give her barn room, pay taxes on her, run the risk of her dying and do chores for her 265 days in the year, it is sensible to fail to give her the second half of a full ration, all of which could be used for producing milk? Good livestock men are always good feeders. With the dairy cow the thing to do is to feed her well or sell her. There is no middle ground from the standpoint of economy.

Cows cannot make milk without protein. Timothy hay and corn do not supply a liberal amount of this necessary constituent. Because so many rations are based upon these two crops many cows never have a chance to make full use of their inherited ability to produce milk. The second most common mistake made in feeding the dairy cow is a shortage of the indispensable protein. Of course the thing to do is to build the ration upon a legume hay. Good feeders of dairy cattle everywhere base their feeding operations in winter upon a succulent feed, silage or roots, and a legume hay—that is, clover, alfalfa, soy beans or others of the same family. With a roughage of this kind and grain fed in proportion to milk produced no cow can claim she has not had a chance, at least so far as feed is concerned.

I have been urging the justice of giving the cow a fair chance before condemning her. I shall not plead for her when she has had her chance and failed to make good. Most farmers very properly have the idea that cows should help keep the owners and not expect the owners to keep them. As a rule, farmers appreciate good looks, a long pedigree and a gentle disposition, but they very properly insist first of all that every cow that calls their farm home must do her part in maintaining it.

—Dairy Editor "Farm & Fireside".

## PENNSYLVANIA DOG LICENSES

A total of 400,835 individual dog licenses have been issued up to May first, in the State of Pennsylvania.

This number is 6,244 more than was issued during the same period in 1925. Officials are now busy in practically every county in the State, checking up on unlicensed dogs and prosecuting owners who fail to carry out the provisions

of the Pennsylvania Dog Law.

Allegheny county leads this year's list of licensed dogs with 20,995, Westmoreland county has 17,757, Luzerne has 15,499, Delaware county 13,297, Chester county 12,361, Berks 12,911, Fayette 12,994, Montgomery 12,698, Washington 12,982 and York with 12,495, are among the leading counties reported.

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Gas Engine  
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One handy compact unit on wheels

# Wheel it in and Start Milking



**No Installation—No Pipelines—No Pulsators  
No Vacuum Tanks—No Complex Teat Cups  
No Valves—No Separate Pails**

**Simple—Easily Operated  
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**Guaranteed  
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## At Last!

—the milking machine problem has been solved—yes, solved!—and we'll prove it to your entire satisfaction on YOUR OWN cows, in your own barn, before you pay us one cent. And, if you are not more than satisfied, you just send the milker back at our expense. But we know you, like other dairymen using this great milker, will be DELIGHTED and we back this machine with our 10 YEAR GUARANTEE.

## No Installation

Just wheel any model—gas, electric or hand power—into your barn and start milking. NOTHING TO INSTALL. No pipelines, no tanks. It's all in one handy, compact unit—on wheels. Comes complete—ready to use.

## And It's So Simple

No pipe lines to freeze up or bother with. No pulsators or vacuum tanks. No complicated teat cups. (Our FREE booklet explains all these improvements and many others.) No extra pails. No valves. NO MORE MILKING MACHINE WORRIES. Easy to take apart. Visible milk flow. Motor or gas engine detachable in a moment to pump by hand if desired. It's so simple. A child can operate or move it. This is the milker YOU have been waiting for.

## So Easy to Clean

No pipe lines to clean. No rubber lined teat cups to wash. No extra parts to bother with. No pails to wash—you milk right into YOUR OWN shipping can. It is a boon to housewives. So few parts—and it almost cleans itself by pumping a little water through it. Absolutely SANITARY. It makes milking a joy.

## The Cows Like It

Other improvements (write for booklet explaining them) make this milker so comfortable and easy for the cows. Our positive break in vacuum is conducive to healthier teats and udder. Many dairymen write us their cows take to this new model milker immediately and others say they actually get more milk.

## Price Low—Upkeep Very Small

And so few parts of this perfected simple milker allow a surprisingly low price and 8 months to pay. And, too, the upkeep is exceptionally small—almost negligible. We'll make your milker pay for itself while you are using it. Just mail the coupon—we want to tell you more about this truly marvelous milker—and we will send you an illustrated booklet explaining these recent discoveries. WITH OUR COMPLIMENTS—and without any obligation whatsoever to you.

## A Wonderful Cream Separator

The Page Separator, with engine or electric power, is the closest skimmer by far of all separators. The larger, heavier bowl with more discs and built-in power is the secret. Also special foot starter. You may get enough extra butter fat profits to pay for the Page in a year or less. Send coupon NOW.



## What Other Dairymen Say!

Thousands of dairymen write us like this:

"Can milk 6 cows and strip them in 15 minutes. Cows like it better than hand milking. Easy to keep clean. My wife can use it just as good as I can."—Geo. Miller, R. 3, La Salle, Ill.

"The Page Milker has been a Godsend to me. My 13 year old boy milks 16 cows. It has saved me hiring an extra man. Less trouble to care for than our separator. The milk is clean, which is impossible by hand."—Chas. T. Branham, R. 4, Tuscola, Ill.

"I like my Page gas engine milker and would hate to go back to hand milking. Any one with 8 cows or more would find a Page power milker a good investment."—J. L. Ness, Sheridan, Ill.

"I have never had one minute's trouble with my Page milker. Does the work. Never freezes up in cold weather like pipe line machines."—Edward R. Hayes, Woodson, Ill.





## THE PATH OF THE GOPATIS

A Romance of the Dairy Industry  
By Ziltha Carruthers

"Gopatis—so men called their leader in that distant day when history dawned. Priest, king and warrior he must also be, but as 'Gopatis' he was most revered. And justly so; for 'Gopatis' signified 'Lord of the Cows'. What higher honor or more sacred trust could come to any man?" From the Dedication.

As a new and authentic source of knowledge and inspiration to the health world comes a book from the pen of Ziltha Carruthers, winner of the Pulitzer prize for the best newspaper writing in 1921.

Really a history of dairying from the beginning of civilization to the present time, the story of Gopatis could well be a chapter in an outline of history. The title of the chapter would be "The Unfinished Age of Dairying." It develops the following topics:

1. Cows and herds at the dawn of history.
2. The place of cows in the development of religions.
3. The type of development, growth, and progress of man linked with the use of dairy products.
4. Dairying today.

"The Path of the Gopatis" is intended to be used and will undoubtedly prove invaluable as a source book for the use of high school students in their studying of dairying as a project correlated with their study of physiology, history, geography or English. It is an authentic history of facts which have taken years to collect.

The relation of their herds and their use of dairy products to the lives, language and religion of ancient peoples; the Lake dwellers of the New Stone Age, the Hindus and the Brahmins of India, the Jews of Abraham, the Egyptians of the Pharaohs, the tribes of Arabia, the Tibet, Mesopotamia, and many other localities, even into the races of today,—in short the development of the peoples of the earth as irrevocably interrelated with their flocks and herds moves before our eyes simply and vividly in the form of a tale even yet not completely told.

Miss Carruthers' style is to be commended. She sets forth her facts lucidly and in a charming fashion recalls ancient folk lore and references to her service in holding the interest of her readers.

She deals with scientific facts and calls upon authorities in the field of nutrition and health to bear witness,—all this she does with a graceful touch that prevents her book from being an ordinary text book and raises it to a place in contemporary literature.

Though the book is intended primarily for young people, it is at the same time—as are all well written stories—of great interest to adults. The high school teacher who proposes to use this book to correlate the history of dairying with her subject—whatever it may be—will inevitably be delighted by and interested in the facts brought forth in this book. Most of the information contained is of the type not usually brought to the attention of the average layman,—using

laymen to include all who have not made an historical study of dairying or the health of the peoples of the world.

Dr. E. V. McCollum, of Johns Hopkins University, in his introduction to the book says, "This book should be equally valuable to teachers in the development of the school program, to parents in training their children in proper health habits, and to young people themselves in making health a part of their daily lives."

One chapter is devoted to the analysis of the food value of milk, explaining in detail the elements contained, their sources, and their uses in the development and growth of the human body. "The Proof of the Pudding" it is called and it clears up many questions that the average person would do well to have answered on the subject of nutrition.

Several examples are cited which vividly illustrate the importance of milk in the diet of not only the child but also the adult.

The last chapter deals with the production of milk and its distribution. A comparison is made between the ancient holy rites of the tribes of Uganda, in the heart of Africa, in their elaborate ceremony of milking with the principles that underlie the modern practices in the dairies of today,—the ceremony of purification or cleanliness of the milkers, of the cows and of the utensils. Today we omit weird ceremonies and substitute in their stead certain requirements for cleanliness and care which are equally as invaluable.

Certified milk, pasteurization, butterfat, condensed, evaporated, and powdered milk are among the topics discussed to the illumination of the reader.

It is impossible to read this book and not be richer not only in facts but in a greater possession, knowledge of the important relationship between milk—the milk of the sheep, goat, llama, reindeer, camel, mare or cow—to the life of man.

## DAIRY COUNCIL WORK FOR RURAL COMMUNITIES

The National Dairy Council has heard the call of rural communities to bring to them the message of better health and is working over a program that will reach through the State Extension Service to the individual home.

Vacation camps for mature women have been established in several places. The women stay for a week, leaving the cares of their families at home. In camp they learn to relax and rest gathering fresh inspiration and ideas to take back with them.

The Iowa State Extension Service has asked the National Dairy Council to help them plan a health project for these camps, giving the women the same opportunity to learn the health rules and how to practice them that their boys and girls are learning.

Iowa is not confining the health message to adult groups, but is working with the boys and girls through the 4-H clubs of the Extension Service. The 4-H's stand for Heart, Hand, Health and Home and clubs are organized in greater or less degree by the extension service in the several states.

The State of Iowa is able to carry on its club work as a state-wide project. Club leaders meet at Ames and take back to their county and township groups the lessons learned here.

The idea is to work into the weekly or monthly meetings of the clubs the thought of health in such a way that the girls will realize the value of good health in their every day living.

While the work has been carried on with girls, the club leaders feel the program can very easily be adapted to the needs of the boys. Boys are much more interested in civics and home matters generally than they get credit for. A well-planned course of health and nutrition for both the individual and the community would be a very worth while work for boys clubs everywhere to study.

## THE SUMMER ROUND-UP OF CHILDREN

A round-up sounds like a wild west stunt but is one that ought to be staged in each school district throughout the country. It is the rounding up of school children during vacation time for attention to eyes, teeth, tonsils and any other physical condition that needs attention.

For the good of the child these things should be attended to and it is to his advantage to have the work done before school begins, so as not to lose time afterwards.

Many a child is hard to care for in school because his eye sight is defective or his hearing is not keen or his tooth is aching. What grown-up can do satisfactory work with a toothache? It is only fair to the teacher as well as to the child to start him to school freed of any preventable handicap.

By means of a thorough examination it will be possible to detect the beginning of a condition which might be serious if allowed to continue. If no such condition exists it will be a satisfaction to know it. In any case the semi-annual visit to the dentist should be made before school opens next fall.

The Parent-Teachers Association is sponsoring this "Round-up", but any mother interested in the health of her district school can start the ball to rolling and now is the time to give it the first push.

## DAIRY COUNCIL ORGANIZED FOR FLINT, MICHIGAN

Flint, Michigan, with 133,000 population, has been added to the cities organized for Dairy Council work, as the result of a joint meeting of National and Detroit Dairy Council representatives with dairy producers, dealers and local health authorities. Plans are already under way for summer work, the active educational work on dairy and other food products in schools and clubs to start in September. Council workers from the National office in Chicago and the Detroit Council will take charge.

Lime builds bones, and one glass of milk contains as much lime as a loaf and a half of white bread, or nine potatoes, or five-and-a-third pounds of beef, or eight eggs.

## A COOL DRINK FOR A WARM DAY

With hot weather iced tea comes into its own. But it does so at the expense of the daily amount of milk. The problem then is to work in the milk some other way.

Hot weather also brings us fruit which very acceptably takes the place of milk desserts at the same time depriving us of this chance to give the family their usual quart a day.

The most satisfactory way to evade this difficulty is to serve cold milk drinks in the afternoon. Children generally enjoy a party and even little folks can help serve cold milk and some cookies on the porch or under the trees.

For the sake of variety add a little vanilla or nutmeg for flavoring or chocolate syrup. Variety in serving, like a new dress on an old friend, is a pleasing experience.

## MILK DRINKS—COCOA, MILK SHAKES

Cocoa  
1 c. cocoa  
1 c. sugar  
Milk  
Few grains salt  
2 c. water

Mix cocoa, sugar, salt; add water, and cook until a smooth, thick paste is formed. If convenient, allow to cook a long time, 30 minutes or more, in a double boiler to improve the flavor. For one cup of cocoa use one tablespoon of this paste in 1 cup hot milk. Do not boil the milk and cocoa together.

This paste can be put in the refrigerator or a cool place and kept for a week or more. Making a large quantity saves time. It insures cocoa of a better flavor and a food more easily digested than when made hurriedly.

## Strawberry Milk Shake

Mix 2 tablespoons strawberry syrup with 1 cup chilled milk.

To make strawberry syrup, use one-half as much sugar as washed and prepared fresh strawberries, water to cover. Cook until berries are softened, then wash and strain through cheese cloth. Canned strawberries or strawberry jam may be used to make strawberry syrup.

## Raspberry Milk Shake

Made as strawberry milk shake.

## Caramel Milk Shake

Mix 2 tablespoons of caramel syrup with 1 cup chilled milk.

To make caramel syrup—In a saucepan, melt 1 cup sugar until light brown, stirring constantly; add 1 cup boiling water, and cook until a thick syrup is formed.

## Chocolate Milk Shake

Use 1 tablespoon of cocoa paste (described under cocoa), mix with 1 cup of chilled milk.

## Egg Milk Shake

3 c. milk  
3 eggs  
4 tbsps. sugar  
1 tsp. salt  
1 tsp. vanilla  
Few grains nutmeg  
Few grains cinnamon

Beat the eggs until very light; add the sugar, salt, vanilla and spices, then the milk. Stir till the sugar is dissolved, then beat well. Serve cold.

## INCREASING THE CONSUMPTION OF DAIRY PRODUCTS

(Continued from page 2)

entertaining. The attendance at Dairy Council meetings has been most gratifying. We doubt if any other educational group can show larger attendance per meeting than can the Dairy Council.

Some of the Dairy Councils are sponsoring dairy institutes, in other sections all day dairy rallies. One Dairy Council has been conducting for two years an essay contest, dealing with clean milk production, open to students in rural high schools within its territory. Another Council has been for some years gradually developing, in cooperation with the Boys' and Girls' Club work, a practical health program for country boys and girls. This has been so successful and so helpful that it has been recognized nationally and is spreading as rapidly as organization can be effected into many other states. This plan is now in active operation in six states.

The market for dairy products is essentially a domestic one. The amount of dairy products exported is usually about equal to the total amount imported, according to our dairy authorities and economists who have studied the question. There is no evidence that this condition is likely to change very much for some time. The problem of improving the economic situation of our dairy farmers is two fold,—first, to help them lower the cost of production through better production methods, and second, to market their product to better advantage. The problems are very closely related. It is difficult to say where the function of the marketing organization begins and that of the individual producer terminates. The marketing organization must, of necessity, take cognizance of the problem of equalizing and stabilizing production, and of standardizing and improving the quality of the product, but the cooperative organization, on the other hand, must reach out and touch hands with the ultimate consumer. In some cases, as in the small town cooperative milk distributing plant, the consumer contact is a direct one. In others this contact is only a short step further removed. At the present time a large proportion of the dairy cooperatives find their contact with the consumer is, to a very large extent, through a distributing agency, be it the corner grocer who sells butter and cheese, the jobber who supplies him, or the large city milk and ice cream distributor.

It is fundamentally important that the dairy farmer and his cooperative association be able to talk to the consumers, not only about the importance of dairy products in the diet, but also to develop a better understanding on the part of the urban consumer of the problems of the dairy farmer back home. It is not mere "lucky strike" that during the readjustment period since the war, the index of prices for dairy products has been comparatively higher than for most other farm crops. It is recognized that this situation was due very largely to the development of cooperative endeavor among our dairy farmers and their ability through organization to really merchandise their products to advantage. Any move which will help to increase the gross average returns of the sales of one hundred pounds of milk will be most helpful to our dairy cooperatives, since, after all, as service organizations to their producers, they are interested in the larger aspects of our very complex dairy marketing problem.

# Don't ~ let your profits OUT with your cows



Everybody knows that grass is good for cows—Nature's own feed—just about all cows got to eat—or needed—when their only job was to supply enough milk to nourish their calves. Now we demand a lot more milk from a cow.

If we are to get more milk than Nature intended we must feed our cows more than Nature provided.

So remember that even the best of pasture is not enough. Cows may temporarily be stimulated by the change to fresh grass, but don't let that deceive you.

The simple truth is that cows cannot keep on producing to the limit of their capacity on pasture alone. The milk yield soon falls off, and cannot be brought to normal until the cow freshens again.

Unless she is to fall off in condition and slump in milk yield, a dairy cow producing 35 lbs. of milk would have to eat 175 lbs. of good pasture every day. That's an impossibility, for few cows can eat more than 90 lbs. of grass in one day, even from the most luxuriant growth. Heavy milk production has to come right off their own backs.

To maintain condition, production and profits, feed your cows 1 lb. of Larro for each 5 lbs. of milk they produce when pasture is plentiful and good, with a gradual increase in the amount of Larro as the grass dries up.

Feed Larro with pasture and avoid the loss in milk and money you are sure to suffer if you depend entirely on grass this summer. Do this and your cows will go into the fall in condition to make the most milk when more milk means more profit.



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## Summary

To summarize this discussion, the Dairy Council is the natural outgrowth of an industry in the desire to improve the condition of its constituent members and to discharge an obligation to society at the same time, emphasizing the unique position which milk and its products should have in the modern diet.

During the last six years a method of operation has been developed and an organization perfected that has proven best qualified for the work to which the Dairy Council has obligated itself.

The Dairy Council has shown itself to be a service organization through which all groups within the industry can work together harmoniously for the

common good. It should appeal particularly to the cooperatives because of the broad foundation policies on which the Council is founded.

Direct results in increased sales have been shown in markets where this character of work has been done. The average consumption of dairy products in market has steadily increased while, at the same time, returns to producers have been reasonably satisfactory.

There are production, manufacturing, and marketing problems in all branches of the industry which need to be solved before the industry, and particularly the cooperatives, can enjoy the full results of Dairy Council work. There are indi-

(Continued on page 10)

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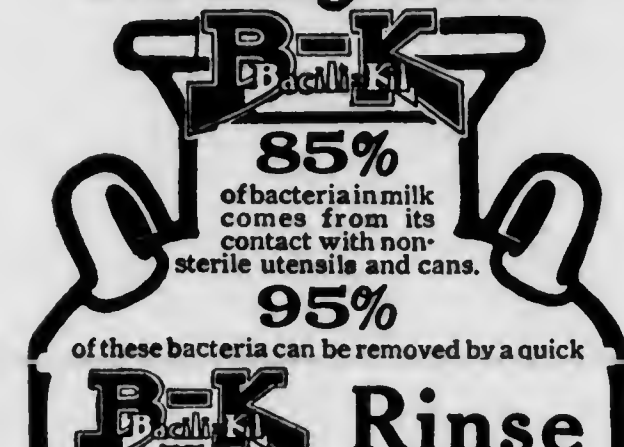


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telling all about the B-K way for quick, easy sterilizing of milk cans, cream separator, milking machines, etc.

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1 gallon makes 375 1/2 quarts at 60¢ per gallon.

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We have made this statement for many years. International Special Dairy Feed will increase milk production at least 20 quarts per sack over any unbalanced ration now being used.

That's a broad statement to make. But we go farther. We also say that if it doesn't deliver the 20 extra quarts per sack you get our bank check for the difference. If you are using home grown grains or other unbalanced rations you can qualify for this all-in-your-favor offer.

### Always A Reason

There's no mystery about International Special Dairy Feed. The reason for the unflinching success of this great feed lies in the special blending process. Only the choicest ingredients obtainable go into Special Dairy Feed. At regular intervals all through the day trained laboratory men test the feed as it goes through the various processes. No feed could be better than

## INTERNATIONAL SPECIAL DAIRY FEED FOR GREATER MILK PRODUCTION

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If you do not know what dealer handles International Special Dairy Feed in your territory write us for his name. The quicker you get the sooner you get the extra milk profits.

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## SALEM GLOUCESTER (N. J.) COW TESTING ASSOCIATION HOLDS ANNUAL MEETING

Forty-eight dairymen, members of the Salem-GloUCESTER Cow Testing Association, and their neighbors, met with E. J. Perry, Extension Specialist in Dairying, of the State College of Agriculture; R. O. Vaughn, County Agricultural Agent, and Warren A. Huston, Cow Tester, at Daretown on Tuesday evening, June 1st, for the purpose of summarizing and analyzing the year's production figures.

Many interesting and valuable points were brought out. Complete data on annual milk production, together with its cost for each of the cows owned by members of the association, were submitted. These figures were in some cases, startling. Milk was produced at a cost all the way from \$1.08 to \$6.80 per 100 pounds. Herds averaged from 10,700 pounds per cow, down as low as 4,867 pounds annual production. Milk was produced on a herd basis at a cost as low as \$1.13, the average being around \$1.55. The average annual production around 7000 pounds is well above the state average, and is, we believe, very creditable.

The big thing about the cow testing association is the fact that the members have cost of production figures on each cow in their herds, and are thus enabled to dispose of those cows that produce milk at a loss. This is exactly what manufacturers have been doing for the past fifty years. Those manufacturers who wouldn't study their cost of production—where are they? Well, the best place we know of to learn the sad details is the sheriff's list of sales.

Some of the outstanding factors of efficient production which show up in all the most profitable herds are:

High yielding cows. No herd is returning much profit unless the average annual production is well above the state average.

Low feed cost. This depends on plenty of good pasture, silage, and high class hay, either clover or alfalfa.

Skillful, efficient management on the part of the dairyman.

## CAMERON, FOURTH T-B ACCREDITED COUNTY

Cameron has the distinction of being the fourth county in Pennsylvania to have all its cattle tuberculin tested and the number of reacting animals reduced to less than one-half per cent. The other three counties are Crawford, Jefferson and Mercer.

Good evidence of the rapid progress being made in the tuberculosis eradication work in Pennsylvania is the fact that six additional counties will probably be in the class of "officially modified accredited" counties by the end of the present year.

## INCREASING THE CONSUMPTION OF DAIRY PRODUCTS

(Continued from page 9)

cations that these problems are recognized and many of them are approaching solution through voluntary effort within the industry. Our cooperative organizations are taking an important part in the solution of many of them.

The Dairy Council movement is building for posterity. It is creating a better attitude on the part of the producer toward the production of a high quality product. It is helping to educate a generation of consumers that will fully appreciate the importance of using a sufficient amount of dairy products. The future for work of this kind is very bright. The cooperation of health agencies, national, regional and local in a campaign to increase the consumption of dairy products is assured if they can cooperate with the Dairy Council.

Extracts from an address at the second session of the American Institute of Cooperation.

## ST. LAWRENCE DAIRY ENTERTAINS MILK PRODUCERS

The St. Lawrence Dairy, Reading, Pa., entertained its milk producers on June 4th, 1926, with a chicken dinner which was served at Rhoads Hotel, Freidensburg, Pa. About 150 attended. Following the dinner, Dr. Wyse, of the Board of Health of Reading, made an interesting address, outlining the work of his department. C. I. Cohee, of the Quality Control Department of the Dairy Council, spoke on the program of the Council and outlined the value of publicity for increased consumption of farm products. Leon Pierson presented the educational monologue "Colonel Plug". Motion pictures were also shown by the Dairy Council.

## QUALITY CONTROL DEPARTMENT INTER-STATE DAIRY COUNCIL

Report for May, 1926

No. Farms Inspected ..... 2293  
No. Sediment Tests ..... 893  
No. Meetings Held ..... 9  
Total Attendance ..... 596  
No. Reels Motion Pictures ..... 12  
Up to May 31st, 1926, there have been 19,421 temporary permits and 7,476 permanent permits issued and 51,840 farm inspections made.

As a pasture crop sweet clover will carry more stock than any other legume. Start the grazing when the plants are 6 to 8 inches high. The stock will not like the taste at first but when confined to it they will become fond of it and will do well. Keep sweet clover pastured down fairly closely or clip back to a height of eight inches to produce the best grazing.

## EASTERN SHORE MEETING

A series of meetings of local units in the Eastern Shore of Maryland were held early in June. These meetings were held at Hurlock, Cambridge, Friendship and Smithville in Dorchester and Caroline Counties, Maryland.

The meetings were largely educational in character. Quality in movement in the milk supply was stressed and motion pictures were shown.

At the Dorchester County meetings, County Agent McKnight and at the Caroline County meeting County Agent Holder, made addresses on Feeds and Feeding Dairy Cattle. Dr. E. G. Lockner, of the Philadelphia Inter-State Dairy Council and Clayton Reynolds, of the Inter State Milk Producers' Association also made brief addresses. Representatives of Harbison Dairies, Philadelphia, also made brief addresses.

## WASHING AND STERILIZING MILK UTENSILS

The proper cleansing of dairy utensils is not only one of the most important steps in milk sanitation, but also one most often neglected or improperly done.

Experiments by numerous investigators have shown conclusively that unsterilized utensils are usually the greatest source of bacteria in fresh milk. The problem is made more acute by the fact that a pail or can may appear clean and yet it may harbor sufficient organisms to increase greatly the bacteria count of milk which is put into it.

Many inspectors have experienced considerable difficulty in convincing dairymen that their utensils are a source of contamination. The housewife especially feels aggrieved if her shiny utensils are called into question.

A frequent reply to the question, "How do you sterilize your milk utensils?" is, "Oh, we scald them every day." Scalding is a rather vague term as applied to the process of sterilizing dairy equipment. A very common practice is to start with a pail or kettle of boiling water which is poured from utensil to utensil until it is finally little more than lukewarm. Such a method will not sterilize utensils.

There are three important steps in cleansing milk utensils: First, thorough washing; second, sterilization; and third, drying and protection.

In order to put this subject before dairymen in a practical manner, the department has issued Farmers' Bulletin No. 1473, Department of Dairying, Washington, D. C. Dairy inspectors will find this publication a useful aid to farmers in building economical and efficient sterilizers and in explaining methods for their operation.

Cattle on pasture need to be salted regularly.

## COW TESTING ASSOCIATIONS

### MONTGOMERY COUNTY COW TESTING ASSOCIATION F. E. Martin, Tester

Reports from the Montgomery Cow Testing Association for May show that 23 herds were being tested with 332 cows in milk and 29 dry. Eight unprofitable cows were disposed of. Cows producing over 40 pounds fat numbered 71, while 23 produced over 50 pounds. Ninety-nine cows produced over 1000 and 53 went over the 1,200 pounds of milk mark.

Owner	Highest Cows in Herd	Average Milk Production	Breed	Average Lbs. Milk
Landis, Wm. H.	15	15	Holstein	1267
Ursinus College	14	14	Holstein	1162
Schultz, Warren	11	11	Holstein	1055
Wisner, C. E.	22	22	Holstein	1025

Owner	Highest Cows in Herd	Average Butterfat Production	Breed	Average Lbs. Fat
Landis, Wm. H.	15	15	Holstein	45.6
Ursinus College	14	14	Holstein	38.5
Schultz, Warren	11	11	Holstein	37.0
Trewern Farm	41	41	Ayrshire	36.8

Honor Cows Producing 40 Pounds of Fat or More During May  
Wm. H. Landis—Eight cows; highest producer, 2431 lbs. milk, 102.7 lbs. fat.  
Vincent Alderfer—Four cows; highest producer, 2007 lbs. milk, 70 lbs. fat.  
O. M. Woodward—One cow, 1308 lbs. milk, 68 lbs. fat.  
Trewern Farm—Fifteen cows; highest producer, 1500 lbs. milk, 67.5 lbs. fat.  
L. Rotherberger—Three cows; highest producer, 1841 lbs. milk, 60.8 lbs. fat.  
Levi Schultz Est.—Two cows; highest producer, 1820 lbs. milk, 58.3 lbs. fat.  
Warren Schultz—Five cows; highest producer 1820 lbs. milk, 58.3 lbs. fat.  
A. K. Rotherberger—Three cows; highest producer 1404 lbs. milk, 58.3 lbs. fat.  
Ursinus College—Seven cows; highest producer 1807 lbs. milk, 53.1 lbs. fat.  
H. D. Allebach—Three cows; highest producer 1581 lbs. milk, 52.2 lbs. fat.  
Chas. Longacre—One cow; 1738 lbs. milk, 50.4 lbs. fat.  
Chas. E. Wisner—Five cows; highest producer 1426 lbs. milk, 49.9 lbs. fat.  
Wm. C. Haywood—Two cows; highest producer 908 lbs. milk, 45.4 lbs. fat.  
Chas. Hutt—One cow; highest producer 1308 lbs. milk, 44.5 lbs. fat.  
Idlewild Farms—Two cows; highest producer 1324 lbs. milk, 43.7 lbs. fat.  
W. C. Randolph—Two cows; highest producer 735 lbs. milk, 43.4 lbs. fat.

### MIFFLIN COUNTY COW TESTING ASSOCIATION D. C. Drake, Tester

The report of the Mifflin County Cow Testing Association for the month of June shows that 24 herds with 203 cows in milk, with 27 dry, were on test. One profitable and two unprofitable cows were sold. Forty cows produced over 40 pounds of butter fat, of which 9 produced over 50 pounds of fat. Sixty-three cows produced over 1,000 and 33 over 1,200 pounds of milk.

Owner	Name of Cow	Bred of Cow	Lbs. Milk	% Fat	Lbs. B'fat
Rudy Yoder	Hattie	G. H.	1292	5.6	72.4
J. B. Byler	No. 6	G. H.	2010	3.0	60.3
R. H. King	Agnes	R. H.	1893	3.1	58.7
J. D. Yoder	Sol	G. H.	1611	3.6	58.0
J. B. Byler	No. 3	R. H.	1989	2.9	57.7
S. R. Harshbarger	Queen	R. H.	1350	4.2	56.7
U. K. Peachey	Segis	R. H.	1395	4.0	55.8
R. H. King	Princess	R. H.	1611	3.3	53.2
J. K. Yoder	Pink	G. H.	1185	4.3	51.0
J. B. Byler	No. 4	P. H.	1281	3.8	48.7
Average of 10 highest cows			1502	3.66	57.3

### SALEM COUNTY, N. J., NO. 1 COW TESTING ASSOCIATION W. A. Huston, Tester

The following is a report of the association's activities for the month of May, 1926:

There were 152 cows in the Salem No. 1, Cow Testing Association eligible to the State honor roll of quality cows during the month of May. Quality cows are those making 1200 pounds of milk or 45 pounds of butterfat during the current month.

There were twenty-six Register of Production certificates issued to members of the Salem-GloUCESTER Cow Testing Association for the year ending April 30, 1926. The following members received certificates:

Mayhew Sparks, 11; C. H. Kirby, 2; Albert S. Gaunt, 2; Jessie Colson, 1; Samuel Hackett, 1; R. L. Heritage, 1; Henry Bishop, 1; J. C. Pettit, 1; George A. Coombs, 1; George S. Abbott, 1; Ferdinand Johnson, 2; C. L. Pettit, 2.

### Five High Cows in Milk Production

Mayhew Sparks, Holstein, 2328 lbs.  
Frank C. Pettit, Holstein, 2080 lbs.  
Samuel Hackett, Holstein, 2040 lbs.  
Samuel Hackett, Holstein, 2006 lbs.  
Chas. H. Kirby, Holstein, 1866 lbs.  
Five High Cows in Fat Production  
Chas. H. Kirby, Holstein, 87.7 lbs.  
H. M. Flitteraft, Holstein, 74.7 lbs.  
Mayhew Sparks, Holstein, 72.2 lbs.  
Geo. A. Coombs, Holstein, 71.6 lbs.  
Samuel Hackett, Holstein, 71.4 lbs.

### Five High Herds in Milk Production

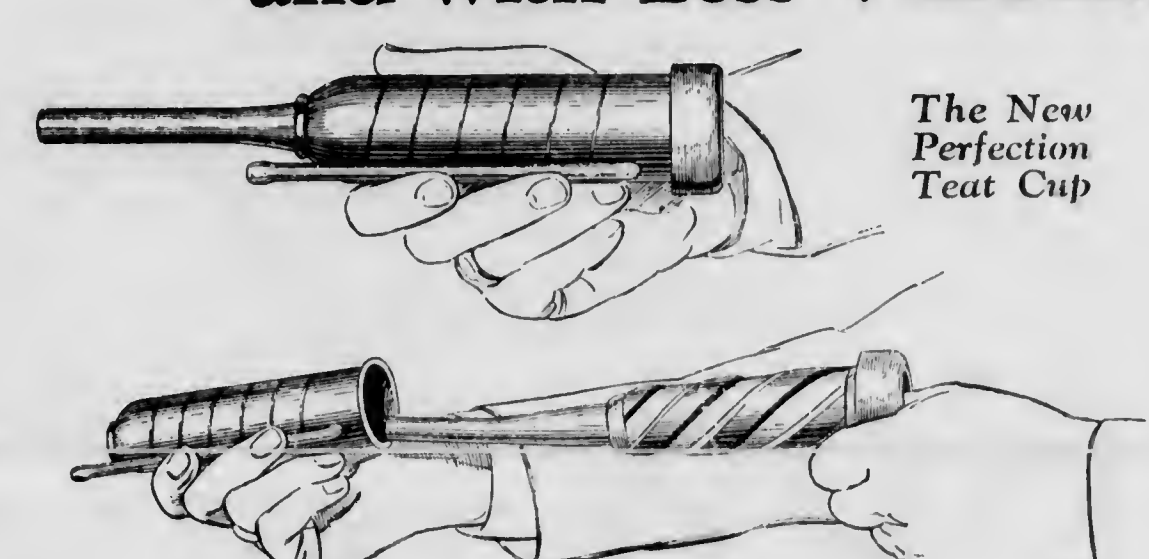
C. L. Pettit, 976 lbs.  
Chas. H. Kirby, 965 lbs.  
Ferdinand Johnson, 952 lbs.  
S. Boyd Davis, 943 lbs.  
H. M. Flitteraft, 933 lbs.  
Five High Herds in Fat Production  
C. L. Pettit, 34.7 lbs.  
H. M. Flitteraft, 34.1 lbs.  
Ferdinand Johnson, 33.3 lbs.  
Mayhew Sparks, 33.2 lbs.  
J. C. Pettit, 32.9 lbs.

### INTER-STATE MILK PRODUCERS' ASSOCIATION'S REPORT OF THE FIELD AND TESTING DEPARTMENT

The following tabulation shows the aggregate operation of all of the Inter-State Milk Producers' Association's field men in connection with testing, weighing and general membership work, for the months of April and May, 1926.

	April	May
No. Tests Made	6542	8229
No. Plants Investigated	92	86
No. Membership Calls	531	593
No. New Members Signed	150	195
No. Cows Signed	1221	1249
No. Transfers Made	56	38
No. Meetings Attended	16	17
No. Attending Meetings	2474	1744

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One pull and it's all apart for quick and easy cleaning

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Save yourself the disappointment and trouble of late delivery, the hurried erection and improper adjustment of your Unadilla Silo. Order NOW and get the benefit of a real good discount. Cash brings you a liberal discount which represents real earnings, since it is money that you actually keep in your pocket. Don't put off making this saving. You get all the superior qualities of the famous Unadilla at a price that can't be equaled at a later date.

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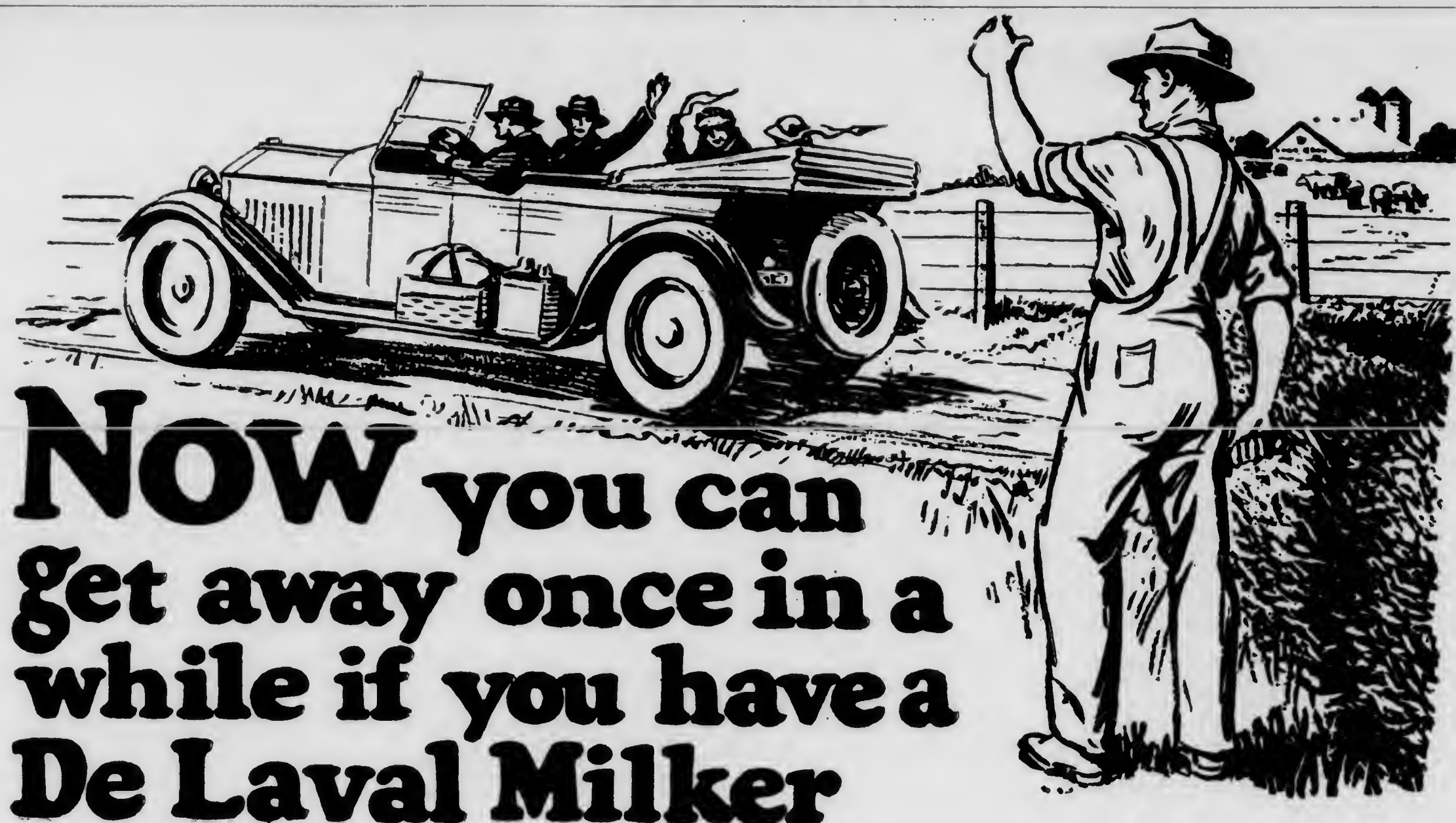
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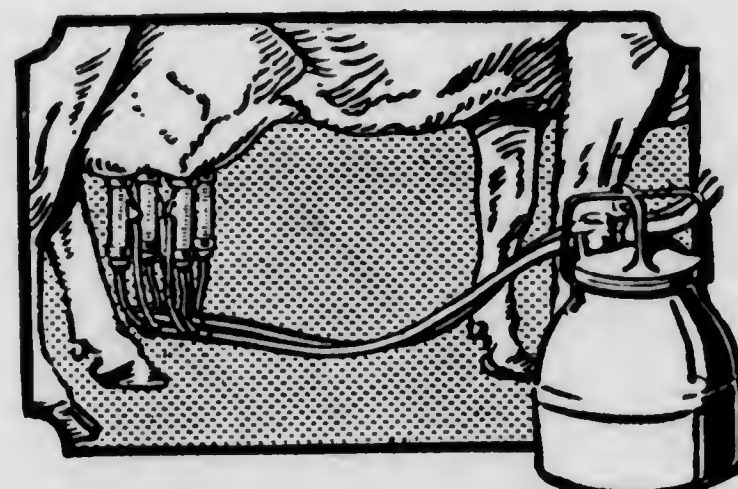




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But this is only one of many advantages in having a De Laval Milker. Besides saving time it does better work, produces more and cleaner milk, and keeps the cows' udders and teats in better condition. This is proven by ten years' use and the half million cows now milked the De Laval Way.



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The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

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# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., AUGUST, 1926

NUMBER 4

## PRINCIPLES OF VENTILATION

**E. GRANT LANTZ**

Department of Farm Machinery, Pennsylvania State College

"Man and beast may live three weeks without food, three days without water and three minutes without air."

No thinking dairyman would deprive his herd of a balanced ration and ample water, but all too often the air supply is cut to an absolute minimum. Doors and windows are tightly closed and the space above the plate on the stable wall is effectively sealed in an effort to keep the stable warm. The humidity of the air rises, the purity drops and the animals are in fact starved for air.

The function of an efficient ventilation system is to supply sufficient fresh air, and maintain such degrees of air purity,

and outdoor air, the height of the ventilator above the intake and the wind velocity.

Temperature regulation is the second function of a ventilation system. This service is not automatic and it is necessary to watch temperature by use of a thermometer and regulate the intake and outlet flues accordingly.

A producing cow can economically heat about 660 cubic feet of air in the Pennsylvania section of the Philadelphia Milk Shed while in the remainder of the area the volume may be increased to 720 cubic feet. If the stable contains a greater volume of air per cow the unused part of the stable should be parti-

## 1925 BASIC AVERAGE EFFECTIVE IN OCTOBER, NOVEMBER & DECEMBER, 1926

WILL CONTINUE UNTIL FURTHER ADVISED PHILADELPHIA SELLING PLAN MODIFIED

In negotiating for an improvement in price effective the 16th of September, the Executive Committee of the Board of Directors has agreed with the co-operating buyers in the Philadelphia Milk Shed for the following modification of the present "Basic and Surplus" plan:

(1) That the basic average quantity established by our members during October, November and December, 1925, shall continue to be effective during October, November and December, 1926. Any members making more than this amount during any one of the three last months of this year, to be paid for that additional amount at surplus prices.

and to use its best efforts to negotiate with the buyers this or any other program which in their judgment was to the best interests of its members.

Three conferences were held with the co-operating buyers, July 28th, 29th and August 2nd. Every phase of the situation was discussed at length and the following program was agreed upon:

It was agreed that October, November and December, 1926, be considered basic and surplus months and that the basic amount in these months be that established in October, November and December, 1925.

It was further agreed that the basic in connection with price adjustments



"From the dawn of history the dairy cow has been inseparably linked with the development and progress of the human race" . . . . .



"And today milk from healthy cows handled by clean milkers, carefully bottled and distributed, safeguards and promotes public health."

A Feature of the Dairy Council Exhibit at the Sesqui-Centennial (see page 2)



temperature, humidity and exposure to draft as will provide for the particular animal concerned, the best conditions of health, comfort and economical production.

Cattle normally draw into and force out of their lungs 120 cubic feet of air an hour. Pure air contains from 4 to 5 parts of carbon dioxide in 10,000 parts, but very bad stable air may contain 60 to 70 parts in 10,000. Stable air should not contain more than 15 parts of carbon dioxide in 10,000 which requires that it be at least 96.7 per cent. fresh air. To maintain this standard of purity the ventilation system must supply and remove from 3,400 to 3,500 cubic feet of air per hour for each cow stabled.

To furnish this circulation it is necessary to have definite intakes and outlets and not depend on cracks to act as ventilation flues. The smaller and fewer the intakes the greater will be the velocity of the air through them and the greater the danger of drafts. If the area of the inlets is twice that of the outlets (area of roof ventilator base) the ventilators will be able to develop their full air-moving capacity.

The motive power of the natural ventilation system is furnished by the temperature difference between the indoor

tioned off with an airtight partition so that an excessive amount of feed will not be consumed to furnish heat for the stable.

The temperature of the stable may vary between 35° and 50° F. without affecting the production, but the temperature should not fall below 33°F. The comfort of the cows as well as the purity of the air must be considered but it is possible to regulate a ventilation system so that there is a satisfactory balance maintained between temperature and purity.

The air exhaled by a full grown cow normally contains about two gallons of water. In a 20-cow stable the amount of water given off in a twenty-four hour period would be about 14 barrels. This figure quite easily explains wet bedding and chilled cows in a poorly ventilated stable.

The percentage of moisture in the air is known as relative humidity and is the relation between the amount of moisture which the air at a stated temperature contains and the amount which it is capable of holding. Air at 60°F. will hold nearly twice as much moisture as air at 40°F. If this warm air rises against a cold ceiling or wall it will be cooled and be forced to give up some

(Continued on page 9)

(2) The average basic quantity established during October, November and December, 1925, shall continue to be effective during 1927, or until further arrangements shall have been made.

(3) That all members shall continue to regulate their dairies so as to maintain in the future a uniform supply of milk. The basic average of October, November and December, 1926, and of succeeding years, will be recorded and may be used at some later time in negotiating for the sale of your milk.

While the Philadelphia Selling Plan, usually termed the Basic and Surplus Plan, has been the dominating factor in the method of selling its members' milk by the Inter-State Milk Producers' Association, and has been most successful up until recently, conditions have arisen in connection with the supply and demand which have made modifications of the original plan advisable.

This, however, is not an entirely new program. At the annual meeting of the Inter-State Milk Producers' Association the membership adopted a resolution giving its Board of Directors power to make such modifications if desirable.

In view of this condition the Board of Directors at a meeting held on July 27th, 1926, adopted by motion certain modifications in the present selling plan,

average quantity of milk shipped by the association membership in October, November and December, 1925, be the basic quantity on which the producers be paid the basic quantity price, in 1927 or until further advised. It was further agreed that a record of the total amount of milk shipped during October, November and December, 1926, be recorded so as to be available for use as a Basic Quantity" should that be necessary or desirable in the future.

The various modifications were believed desirable as a means of stabilizing production and to adequately meet the demands of consumption.

The necessity of this modification has been conclusively shown by experience. The Association's records show that some members are over anxious to increase their basic quantities, particularly when a more favorable price arrangement has been made by the Association.

It was further arranged with the co-operating buyers that in view of these modifications an advance in the price of basic milk to the producers be effective on September 16th, 1926. Complete details of this program will be considered at a meeting to be held prior to that date.

Until that time, therefore, the present method and basis of payment for members' milk will continue unchanged.



## HINTS ON THE PRODUCTION OF CLEAN MILK

GEORGE A. TAYLOR, Penna. State College

Fluid milk is bulky and a highly perishable product and must be delivered fresh every day. Farms that are near the fluid milk market have a distinct advantage over those farther away but the nearby farmer must produce a quality product to keep his advantage otherwise the market will look to a greater distance where quality milk can be purchased.

Some of the factors that make for milk quality or the things that buyers of milk demand: Food value, healthfulness, cleanliness, and keeping quality. Food value of milk depends upon its composition as to fat, protein, carbohydrates and minerals.

Healthfulness, cleanliness and keeping quality depend upon one factor and that is bacteria.

Bacteria can be seen only with a microscope. They are very numerous occurring almost everywhere and are especially associated with all kinds of dirt and uncleanness such as: stale water, dusty hay, dust from feed, manure, hair from cows, unclean utensils and dirty hands. Bacteria grow and develop very rapidly. For instance, if we start with 100 bacteria in a given quantity of milk in the evening and with the temperature maintained at 75°F. in a half hour we will have 200, in one hour 400 and so on doubling the number each half hour as long as this temperature is maintained. As the milk is slowly cooled the growth of the bacteria becomes less till it is very slight at 55°F. When this temperature is reached it is safe to say the disease producing bacteria such as: typhoid, tuberculosis, diphtheria, scarlet fever, and septic sore throat cannot grow and develop.

The health of the cow is the first requirement for clean safe milk and a profitable dairy herd milk from unhealthy cows is very apt to be abnormal in fat, protein and minerals, it may also contain disease germs that will be transmitted to the person consuming the milk.

Cleanliness of the cow is important in producing clean milk; it is especially important to wipe the cow's udders and flank with a damp cloth using some weak disinfectant to prevent the spread of garget and other udder diseases as well as to prevent dirt and hair from dropping into the milk pail. It is worth while to clip the udder, flank and tail to prevent litter and bedding from clinging to the cow. Each night after all other chores have been finished it is good practice to scrape back the manure and spread out the bedding. A few such methods save a great deal of cleaning and keeps the cows in much better condition both as to appearance and health.

A large number of farmers feel that it is a difficult problem to produce clean milk unless the barn and stable is of the best type. This is a false impression because the most up to date dairy barn in the hands of a careless farmer cannot possibly be in shape to produce quality milk. Methods and not equipment are the main factors in producing clean safe milk. It is, however, much easier to produce milk in a barn that is well drained, with plenty of light and ventilation.

It is important to have a suitable place where the milk can be handled and cooled. A milk house is desirable and it should be located near the barn so each pail of milk can be taken there and cooled. It should be placed so it will be free from dust, odor from the barnyard, chicken house or pig pen. Every milk house should have a milk cooler and a well insulated concrete tank with a cover. It may seem like a waste of money at the start but a well constructed tank will soon pay for itself in keeping the milk cool. Pennsylvania farmers are especially fortunate in having good cool spring water with which to cool their milk. If spring water is not available it is necessary to use a generous supply of ice to insure against souring. The milk house should be screened in summer to prevent flies from coming in contact with the utensils.

Great care should be taken in the selection of pails, strainers and cans to see that all seams are well soldered so that the utensils may be easily kept in a clean sanitary condition. In cleaning pails and cans it is much better to first rinse them out with cold water, than use good hot water, using a good dairy washing powder and a stiff brush. The brush gets into the corners and is much easier to keep clean and sweet than a washcloth. After scrubbing thoroughly then use scalding water or a good disinfectant containing some form of chlorine. All utensils should be inverted to allow all free water to drain and to enable them to dry. Possibly no factor would aid more in the production of a high quality milk than clean, dry sterile utensils.

To a large extent the quality of milk produced depends upon the milker. If he is neat and clean, wears clean clothes, washes his hands and practices the methods necessary for producing clean safe milk all will be easy but if these operations are slovenly done poor milk will be the result.

It is absolutely necessary to cool the milk to 55°F to prevent the growth of bacteria. Farmers in general fail to see the importance of prompt and proper cooling. As a matter of fact a large number of farmers make a quality milk and then allow it to spoil by improper cooling and holding over night. Unless the water is at a temperature of 52°F it will be impossible to cool the milk to 55°F. If ice is used it usually takes one half ton of ice for each cow under average conditions per season.

It pays to produce clean safe milk because:

1. Prevents loss from souring.
2. Prevents the return of off flavored milk.
3. Means increased consumption.
4. Safeguards the health of your own family as well as all milk consumers.

### KEEP CALVES INSIDE

Do not turn calves out to pasture too soon. They are better off usually in a roomy stall or small yard with good shelter for the first six months.

### DAIRYING HELPS FERTILITY

Dairy farming conserves fertility as about three-fourths of the fertilizing elements found in a dairy cow's feed are voided in the solid and liquid manure.

## THE DAIRY COUNCIL AT THE SESQUI-CENTENNIAL

Co-operating With the Philadelphia Board of Health

"The careful daily work of farmer and distributor brings to the consumers' door step a regular supply of milk," is the theme of the Dairy Council exhibit at the Sesqui Centennial. The lesson which the whole exhibit teaches is summed up in painted signs.

The three pictures which are on the front page of this issue form the central and outstanding feature of the exhibit and portray in picture form the same message.

The Dairy Council has found that one of the most important phases of its work has been to tell the consumers the story of the morning bottle of milk.

No part of the Dairy Council message has been more warmly received than that which has dealt with the care which the dairyman must give to his cows and his product in order to furnish a nutritious and palatable food and to safeguard the health of the public.

The producer and consumer in our modern civilization have gotten so far apart, the steps between them in supplying a dairy food in the cities have become so many that it is no wonder that the city consumer does not understand, and, in many cases has not even thought at all of what would happen to them if the farmers and food distributors faltered for one moment in the effort and care which are a part of their daily job.

With Saturday half holidays and no Sunday work in the cities it is extremely difficult for the consumers to understand how wearisome can become the daily grind of the dairy farm where regular work must be cared for twice daily, three hundred and sixty-five days in the year. Even those consumers who started life in the country do not realize the wonderful progress which has been made in the care of dairy cattle and market milk and the guarantees of safety which are thrown about the modern milk supply. Likewise many consumers never stop to think of the work of the milk wagon driver who must be out in the darkness every night, through rain and snow, so that the milk may be out of their door step before breakfast.

This story has been the theme of the Dairy Council lectures, illustrated with lantern slides showing farm scenes and the equipment of the modern milk plant. It is the purpose of the Dairy Council booth at the Sesqui-Centennial to show the connection between the farmers and consumers. The conscientious and interested attention of the farmer and distributor should be called to the attention of the many thousands who pass through the exposition gates.

It is impossible to more than suggest pictorially the importance of this theme and we are leaving it to the interest of the visitor to look into the matter more fully and, perhaps, more sympathetically through reading matter or the spoken word.

Miss Jessie Gillespie Willing, who painted the silhouettes for the Sesqui exhibit has done other work of similar nature for the Dairy Council previously. She has done much in the way of illustrating the health message in connection with the American Child Welfare Federation, for which she has done much illustrative work.

The American family in the central picture is so natural that anyone can see resemblances of many of his friends in the man or the child. There is a naturalness that makes one feel that it is a photographic representation rather than the free hand work of the pencil and paint brush.

To those of us who have left down the bars for the cows and rustled them up from the meadow at or before the break of day, the farmer at the open stable door looks extremely natural. Many of our city friends seldom if ever see the sun rise in the summer time, even with Daylight Saving. It takes a fishing trip or some other unusual event to get them out before broad daylight.

Miss Willing has portrayed a real dairy farmer, not a caricature. Farmers will, doubtless, not agree as to the grade of the cow looking in the doorway. One guess is as good as another. In the picture on the right is portrayed the final scene in the drama of the morning milk. The only people who really see it are those who have been kept out by an unusually pleasant party, or who may be going for a doctor, or, for some other reason, are aboard at the unusual hour of three A. M.

The many steps in the production and distribution of the morning milk from producer to consumer could not be portrayed in the three simple pictures. Through other illustrated material in the Dairy Council booth various other phases of this work are shown.

For instance, on a panel approximately four feet high are shown the various requirements of clean milk production. These are: Use covered milk pails. Keep free from sediment. Blanket cans when delivering to station. Cool quickly to lowest possible temperature. Utensils clean and sterile. Clip udders and flanks. Wash or wipe udders each milking.

In a show window is a typical Dairy Council exhibit similar to that which has been shown in many a store window in cities where Dairy Council work is carried on.

The first exhibit in this show window outlined in white against a black background is a photograph of a bottle of milk about three times actual size. Surrounding it are the five tests for quality in milk—the glassware and equipment necessary being displayed. These tests are: the Babcock Test, for butterfat; sediment test, the methylene blue test, acidity test and the lactometer test.

It is expected to put new material in this window from time to time so that those people of Philadelphia who visit the Sesqui at various intervals will find something new in the Dairy Council booth.

There will be on exhibition samples of Dairy Council material and to all who are interested this will be distributed through Dairy Council attendant at the booth.

Comfortable chairs and benches, and a table for writing are a part of the equipment of the booth and all visitors are welcome to rest a while.

### KEEP MILK COOL

Milk kept cool does not sour readily. Bacteria which causes souring make little growth at temperatures below 60 degrees Fahrenheit.

## APPEAL FROM RURAL ELECTRICAL ORDER IS QUASHED BY COURT

FRED. BRENKMAN

The Superior Court of Pennsylvania on July 7 handed down an opinion quashing the appeal of the Pennsylvania Electric Association and two electric utilities from General Order No. 27, issued by the Public Service Commission on January 12.

This order prescribes the rules under which electric companies shall furnish service in their chartered territory to people in the rural districts.

In dismissing the appeal, the opinion of the court said:

"As the order is not now before the court, its validity is not passed on, but it is to be observed that the order itself shows that cases arising under it shall be considered by the commission when and as they arise."

To make this clear, it should be said that the reasonableness of the order was not argued before the court. The argument was on the question as to whether there could be any appeal from a general order of the Public Service Commission, which might affect some companies favorably and others adversely.

Counsel for the Public Service Commission also emphasized the point that the Pennsylvania Electric Association is not a public utility, and that it is, therefore, not affected by General Order No. 27.

### Significant Comment

But while the reasonableness of the order was not in question, it is very significant that the court pointed out that "cases arising under it shall be considered by the commission when and as they arise."

In this connection it may be said that General Order No. 27 was issued by the Public Service Commission after an exhaustive investigation, covering a period of about eighteen months. Various hearings were held and a great mass of testimony was taken. There was no intention on the part of the commission or those asking for service to require the utilities to provide service without proper compensation. General Order No. 27 expressly states:

"Nothing in this order shall be construed to prevent the Commission from considering upon its own merits and acting upon any demand otherwise lawful for service nor to preclude the Commission from altering, modifying, or amending this order from time to time, as the Commission may deem necessary or advisable; nor to preclude the Commission from relieving any electric company from the obligation herein imposed, should the special circumstances of the case warrant such relief."

### Utilities Not Imposed Upon

Further than that, the order simply prescribes the rules under which the utilities are required to extend their lines when service is demanded. It does not fix any rates, and the utilities have it within their power to name rates that will enable them to secure a profitable return on their investment in extending their lines.

The rates that have thus far been demanded have, in the main, been so high that people desiring service have been obliged to do without it.

Since it appears, therefore, that General Order No. 27 cannot be set aside by court action, the next step for those desiring service will be to tackle the question of rates by bringing a specific case before the Public Service Commission.

### Plan Worth Investigating

In the mean time, there is a possibility of farmers and others getting service at fairly reasonable rates by organizing cooperative extension associations. This would call for the building of lines by those forming such associations, connecting with the lines of the chartered utilities, and buying current at wholesale rates, to be distributed by the extension associations.

Under General Order No. 27, the electric utilities were required to file with the Public Service Commission, on or before April 1, the rates for current to be supplied to such associations.

Investigation shows that the rates that have been filed by the companies in this connection were in most cases old rates that were established for commercial light and power in moderately large volume at points reached by the main distribution lines.

Some companies, however, have established no lower rates for this purpose than to individual consumers in large centers of population. They have, in effect, done no more than leave off the charges required in building rural extensions, when constructed at the company's expense.

It is probable that a rural distributing association composed of ten or more members, taking energy through one meter at the junction of the company's line with that of the distributing association, will find the cost of energy to be between five and six cents per kilowatt hour.

In organizing a rural distributing association, it is very necessary that insurance should be secured to protect the members of the association in case of accident to any person caused by the line.

The premium for a \$5,000 insurance policy covering such a risk would be about \$100 per year, while a \$10,000 policy would call for a premium of \$120.

General Bulletin No. 412, "How Farmers Can Secure Electric Service by Cooperative Effort," issued by the Pennsylvania Department of Agriculture, is available for free distribution, gives instructions for organizing and conducting cooperative extension associations.

### QUALITY OF BUTTER IMPROVED UNDER SHIPPING POINT INSPECTION

Federal-State shipping point inspection of butter is having a marked influence in improving the quality of the product, the United States Department of Agriculture has announced, publishing figures on the expansion of the service.

Beginning with one inspector in July, 1924, the department says, the Federal-State butter inspection service in Minnesota has increased until at present five inspectors are required. The quantity of butter inspected during the year ending January 31, 1926, reached 80,416,087 pounds. The service is available at Duluth, St. Paul, Minneapolis and Chicago.

At the end of the year more than 80 per cent. of all butter inspected in Minnesota was 92 score or higher, as compared with less than 55 per cent. at the beginning of the year. A marked decrease is shown also in the percentage of butter scoring 90 or less, the quantity in this class at the end of the year being 8 per cent. of all butter made, compared with 19 per cent. at the beginning of the year.

## AMERICAN INSTITUTE OF COOPERATION CLOSES ITS SECOND SESSION

Over 200 student co-operative marketing organizations, from 25 states, attended the opening week's session of the second American Institute of Co-operation, held at the University Farms, University of Minnesota, St. Paul, Minn., June 21st to July 17th.

Before the close of the session a record attendance of representatives from 575 co-operators from 32 states and nine foreign countries participated in the sessions. Foreign countries included Denmark, England, South Africa, Germany, Australia, Russia, China, Czechoslovakia and Canada.

The first week's session was devoted to problems of live stock marketing and the consideration of organization and market analysis.

The second week's program was largely devoted to the co-operative marketing of dairy products. Discussions were not confined to marketing alone but to methods of obtaining better production and increased consumption as well. Price and distribution were taken up by a number of speakers during the week.

The topical division was Production Progress for Co-operatives, with speakers on this angle interspersed with men who gave addresses on the practical side of dairy product marketing.

Addresses during these sessions were made, among others, by Prof. J. T. Horner, agricultural economist, Michigan Agricultural College; Richard Pattee, Manager, New England Milk Producers' Association, Boston, Mass.; R. R. Welch, Grove City, Pa.; R. W. Balderston, Secretary, Philadelphia Inter-State Dairy Council, Philadelphia, Pa.; H. A. Ross, Professor of Marketing, Cornell University; H. I. Nordby, Franklin Co-operative Creamery Association, of Minnesota; W. F. Schilling, Twin City Milk Producers' Association; Dr. C. H. Eckles, Chief of the Dairy Division, University of Minnesota; H. F. Meyer, Land o' Lakes Co-operatives, Inc.; Dr. Geo. F. Warren, Department of Farm Economics, Cornell University, Ithaca, N. Y.; G. W. Slocum, Dairyman's League Co-operative Association, New York; Clyde Bechtelheimer, Iowa Co-operative Creameries Secretaries and Managers Association, Waterloo, Ia.

During the third week of the session an outstanding speaker was Secretary of Agriculture William M. Jardine, of the United States Department of Agriculture. General discussions centered around the marketing of potatoes, poultry, eggs and horticultural products.

Secretary Jardine addressed the group on "The Progress of Co-operative Marketing and Policies."

The Secretary of Agriculture sounded the keynote of his speech when he said that the farmers themselves, through large and closely knit co-operative organizations, can solve problems of production and distribution far better than can the government—if indeed the government can solve them at all.

"On the other hand," insisted the Secretary, "the government cannot adopt a let-alone policy toward co-operation. The development of agriculture justifies the performance of services which will tend to foster the movement. Speaking for the United States Department of Agriculture, I can say that it has consistently pursued a policy of attempting to be of utmost service to the co-operators without attempting to control or regulate them."

He reviewed the progress of the co-operative movement during the past five years, showing that it had grown in volume of business from \$1,600,000,000 to more than \$2,500,000,000 in 1925. "There are to-day, said he, more than 12,000 co-operative enterprises in active operation among the farmers of this country. He looked forward to a greater development and pinned great faith to the work of the institute as a coordinating educational force in rural life."

The closing week of the session included discussions of all phases of co-operative grain marketing, cotton marketing and problems of finance and credit.

Secretary Charles W. Holman, in one of the closing addresses, said "The registration this year is indicative of the increasing prestige of the American Institute of Co-operation as a clearing house for co-operative ideas, accomplishments and plans for the future development of co-operation. It has in its second year greatly increased the number of attendants, which gives great promise for its future sessions. There is already strong competition between universities and agricultural colleges in various parts of the country to obtain the Institute for next year."

"We feel that the meetings of the Institute of Minnesota have been highly profitable and that much has been added to the sources of co-operative information."

### PENNSYLVANIA FARMERS MAKE RAPID SHIFT TO MODERN CONVENIENCES

Farmers in Pennsylvania have been adopting modern conveniences rapidly since 1920, according to estimates made by the State Department of Agriculture during the past five years. The greatest changes have been made in the adopting of motor trucks for transportation, tractors for heavy farm and belt work and electric service for the farmstead, especially the home.

Estimates indicate that there were 55,124 more automobiles, 19,569 more motor trucks, 14,242 more tractors, 19,050 more silos, 31,132 more gas engines, 9,758 more telephones, 17,751 more farms with electric service, and 7,722 more farm radios in 1925 than in 1920.

Such figures are splendid evidence of farm progress in Pennsylvania, states F. P. Willits, Secretary of Agriculture. They show that farmers are operating on a much higher plane than a few years ago. The diversified type of agriculture including both crops and livestock has resulted not only in a more stable farming unit, but has brought about a higher type of home life in which modern inventions play a central role.

The following table shows the estimates for 1920 and 1925 and the per cent. of increase since 1920:

	1920	1925	% Increase
Automobiles	104,850	159,974	52
Motor Trucks	10,250	29,819	191
Tractors	6,823	21,065	209
Silos	41,568	60,618	46
Gas Engines	54,607	85,739	57
Telephones	115,582	125,040	8
Electric Service (1921)	8,495	26,246	209
Radios	10,503	18,225	74

Deep cultivation after the plants have become established injures the roots,



## INTER-STATE MILK PRODUCERS REVIEW

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### Editorial



Under the provisions of the Philadelphia Selling Plan, the co-operating dealers, buying milk through the Inter-State Milk Producers' Association, will pay the basic price during July and August, for 110 per cent. of the established basic amount of milk shipped by each producer and in September 115 per cent. of the basic amount will be paid for at the established basic price.

Under the provisions of these regulations, second surplus milk will be discontinued during July, August and September. All milk shipped in excess of the basic quantity, as stated above, will be paid for as Class I, Surplus milk.

### FEEDING ON PASTURE

Dry cows and heifers on pasture should have special attention during the remainder of the pasturing season. The feed in most pastures becomes exceedingly short during late summer and unless some supplemental feeding is done the cattle are sure to suffer in ways that are costly to the owners.

The dry season for cows is the time of preparation for the next lactation or milking period. During this dry period the cow should be very liberally fed in order that she may store in her body a supply of the minerals and other nutrients so necessary in large milk production. Green corn or other soiling crops should be fed in the pasture daily or the dry cows brought in with the herd and given hay and grain.

The growing heifer needs similar attention. She is a cow in the making

and should be kept in a thrifty, vigorous growing condition. They should receive some grain daily to keep them growing throughout the summer. Heifers that go into winter quarters in a thin condition may be stunted, and it is more expensive to grow them out than the heifers that have been kept in a fair condition of flesh throughout the summer. Larger animals, earlier maturity and greater milking ability will result.

### INTER-STATE MILK PRODUCERS' ASSOCIATION Report of Field and Testing Department June, 1926

The following tabulation shows the aggregate operation of all of the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work for the month of June.

No. tests made ..... 7624  
No. plants inspected ..... 92  
No. membership calls ..... 361  
No. new members signed ..... 107  
No. cows signed ..... 773  
No. transfers made ..... 26  
No. meetings attended ..... 12  
No. attending meetings ..... 1099

### LABOR AND CROP CONDITIONS IN NEW JERSEY

The supply of farm labor in New Jersey on July 1 was estimated at 88 per cent. of a normal and the demand at 92 per cent. of a normal, resulting in a potential farm labor supply of 95.6 per cent., which is in comparison with a potential supply of 91.2 per cent. on June 1, 1926 and 94.2 per cent. on July 1, 1925.

The average wages being paid for farm help at the present time (July 1, 1926) are estimated as follows. Per month with board, \$52; without board, \$78; days wages with board, \$2.80 without board, \$3.60.

### REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The report of the Quality Control Department shows the following record for the month of June, 1926.

No. Farm Inspections ..... 1782  
No. Sediment Tests ..... 602  
No. Meetings Held ..... 14  
Total Attendance ..... 890  
No. Reels Movies Shown ..... 20  
Miles Traveled—June ..... 17,671  
Miles Traveled—May ..... 16,749  
No. Man Days—Fairs & Ex. .... 4

Up to June 30th, 1926, there have been 19, 669 Temporary and 7,715 Permanent Permits issued, and 53,722 farm inspections made.

### ANOTHER SAWMILL WEEK SCHEDULED AT COLLEGE

The third portable sawmill demonstration to be staged by the farm forestry department at the Pennsylvania State College, has been set for October 25 to 28, according to an announcement by Professor J. A. Ferguson, head of the department. Previous "Sawmill Weeks" at State College have been very successful.

Several new features are to be introduced at the next demonstration. Steam power units and industrial units are to be used for sawing, as well as gasoline engines and electric motors. Instruction is to be given in sawing for grade, in estimating woodlot timber for forest products, and in filing and fitting saws. Experts in many lines of logging and milling will be at the college at that time to assist in making the demonstration interesting and instructive.

### MARKET CONDITIONS

Fluid milk consumption in July has been comparatively heavy. At the same time production shows a falling off in some producing districts. Pasture conditions have not been generally satisfactory and the outlook for the future is not considered very satisfactory.

The expected heavy increase in consumption, due to the Sesqui-Centennial, has not yet materialized.

With the warmer weather has come a marked increase in ice cream consumption.

In many cases buyers, particularly in the cities outside of Philadelphia, are looking for more milk.

Platform conditions in Philadelphia have been normal, considering the season of the year.

During July and August producers will be paid basic price for 110 per cent. of the amount of their basic average at full basic prices.

The Association Price for Grade B Market Milk (Basic Quantity delivered f.o.b. Philadelphia, for three per cent. butterfat content) for July was \$2.94 per hundred pounds, or 6.3 cents per quart. The price of milk of the same grade and butterfat content, delivered at receiving stations in the 51 to 60 mile zone, was \$2.37 per hundred pounds.

The price of surplus milk at all receiving stations for July, three per cent. butterfat content, for Class I was \$1.55 per hundred pounds. The price of surplus milk F. O. B. Philadelphia, for the month of July, three per cent. butterfat content, was \$2.10 per hundred pounds or 4.5c per quart. Under the Philadelphia Selling Plan, Class II milk was eliminated, beginning with July, surplus milk shipped will be paid for at the Class I price.

### Feeds

The month has seen a reversal of price conditions. From a weak tendency early in the month prices have firmed up particularly in high protein and corn feeds. Wheat feeds have been in heavier demand and prices have advanced.

Linseed meal advanced about \$2.00 a ton with production lighter. Cottonseed meal was easy at the close of the month, owing to light demand. Gluten feed, was in somewhat lighter demand, but with prices unchanged. Alfalfa meal prices at the close of the month were unchanged.

### July Butter Market

While there have been no less fluctuations in prices during the month, the market has been more or less nervous, with quotations for 92 score butter, New York City, ranging from 41 to 40 cents. This condition was to a large extent due to the heavy holdings of butter in cold storage, which on July first showed an increase of 23,249,000 pounds as compared to one year ago at the leading 26 cities. There has been even a gradual increase during July and on July 24 estimated figures show 125,100,000 pounds, as compared with 100,250,000 pounds on the same date last year. The difference at this time, 24,850,000, however, does not show any marked excess as compared to that of July first. This may indicate two things—either that the consumptive demand is lighter or that continued heavy production still exists.

The average price for 92 score, solid packed butter, New York City, on which the surplus price for July was based was 40.56 cents per pound.

"Milk is the cornerstone of a successful life."

—Dr. Walter S. Cornell.

### DIRECTORS' MEETING

In view of conditions concerning the milk supply in the Philadelphia Milk Shed and for the purpose of considering current business the usual meeting of the directors of the Inter-State Milk Producers' Association was advanced to July 28th, instead of the latter part of August.

The executive committee had considered direct price advances for milk and also considered modification of the present selling plan in order to meet the emergency. Such action, however, required the approval of the board of directors before presentation to the buyers and also made available a definite report of conditions in the various producing territories.

Those attending the meeting included H. D. Allebach, president; Frederick Shangle, vice president; Robert F. Brinton, treasurer; Robert W. Balderston, secretary and the following directors: S. K. Andrews, J. H. Bennett, Ira J. Book, E. H. Donovan, E. Nelson James, J. W. Keith, H. I. Lauver, S. Blaine Lehman, I. V. Otto, F. P. Willis, E. R. Pennington, J. A. Poorbaugh, Albert Sarig, C. C. Tallman, R. I. Tussey, Harry B. Stewart, S. U. Troutman, A. W. Waddington and I. Ralith Zollers, representing F. M. Twining.

The reading of the minutes of the previous meeting and the minutes of the Executive Committee meeting, the report of the treasurer and a report of current expenditures since the last directors' meeting, were read and approved.

C. I. Cohee, made a report of the activities of the Quality Control Department work of the Philadelphia Inter-State Dairy Council.

A general report of the directors, as to conditions in their own territories showed that production conditions were far below the average. In almost every instance the hay crop was reported short, and that the outlook for a winter supply was most unsatisfactory. Pasture conditions generally were reported as being from poor to average. Grave fear was expressed as to the condition of the corn crop. The lack of rain early in the season has held back the corn growth and it was doubtful if the crop would come to maturity before frost. Labor was hard to get and in many cases only available at exorbitant prices.

These conditions not only involved the necessity for a change in the basic plan but showed also the necessity for a better price for fluid milk. After a very full discussion the executive committee was authorized to confer with the buyers and adopt some plan and method of payment which would more adequately meet the demand and reimburse the producer for the increased cost of production. (For details of plan agreed upon see page 1.)

President Allebach announced the following general committee to have charge of the program for the next annual meeting of the association, to be held in Philadelphia, November 22nd and 23rd, Frederick Shangle, chairman; Robert F. Brinton, R. W. Balderston, C. I. Cohee, August A. Miller and F. M. Twining.

Following the transaction of routine business, the meeting adjourned.

### LEGUMES MAKE MILK

Legume hay increases yields and cheapens cost of producing milk. Plan now for a clover, alfalfa, or soybeans field or to extend acreage already started. More milk per acre and more dollars in the pocket will follow.

## LATEST MARKET PRICES

### PHILADELPHIA SELLING PLAN

The basic and surplus provisions of the Philadelphia Selling Plan again became effective with January, 1926. The basic quantity is represented by the average monthly shipment of milk during October, November and December, 1925.

Beginning with January, milk will be paid for by cooperating dealers, on the basic and surplus plan. Milk shipped in excess of the basic quantity and equal to it in amount, will be paid for on the average New York, 92 score butter, solid pack, price for the month, plus 20 per cent.

These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is set to the producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at price listed hereon.

(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

### JULY BASIC PRICE

F. O. B. Philadelphia

#### GRADE B MARKET MILK

Prices quoted subject to market conditions.

Test per cent	Basic Quantity per 100 lb.	Price per qt.
3.05	2.96	6.35
3.1	2.98	6.4
3.15	3.00	6.45
3.2	3.02	6.5
3.25	3.04	6.55
3.3	3.06	6.55
3.35	3.08	6.6
3.4	3.10	6.65
3.45	3.12	6.7
3.5	3.14	6.75
3.55	3.16	6.75
3.6	3.18	6.8
3.65	3.20	6.85
3.7	3.22	6.9
3.75	3.24	6.95
3.8	3.26	7
3.85	3.28	7.05
3.9	3.30	7.05
3.95	3.32	7.1
4	3.34	7.15
4.05	3.36	7.2
4.1	3.38	7.25
4.15	3.40	7.3
4.2	3.42	7.3
4.25	3.44	7.35
4.3	3.46	7.4
4.35	3.48	7.45
4.4	3.50	7.5
4.45	3.52	7.55
4.5	3.54	7.6
4.55	3.56	7.65
4.6	3.58	7.7
4.65	3.60	7.7
4.7	3.62	7.75
4.75	3.64	7.8
4.8	3.66	7.85
4.85	3.68	7.9
4.9	3.70	7.95
4.95	3.72	8
5	3.74	8

When milk is not tested the price f. o. b. Philadelphia is 7½ cents per quart.

### JULY SURPLUS PRICE

F. O. B. Philadelphia

Test	Class I Milk Per 100 Pounds	Per Qt.
3	\$2.10	4.5
3.05	2.12	4.55
3.1	2.14	4.6
3.15	2.16	4.65
3.2	2.18	4.65
3.25	2.20	4.7
3.3	2.22	4.75
3.35	2.24	4.8
3.4	2.26	4.85
3.45	2.28	4.9
3.5	2.30	4.95
3.55	2.32	5
3.6	2.34	5
3.65	2.36	5.05
3.7	2.38	5.1
3.75	2.40	5.15
3.8	2.42	5.2
3.85	2.44	5.25
3.9	2.46	5.3
3.95	2.48	5.35
4	2.50	5.4
4.05	2.52	5.45
4.1	2.54	5.5
4.15	2.56	5.55
4.2	2.58	5.6
4.25	2.60	5.65
4.3	2.62	5.7
4.35	2.64	5.75
4.4	2.66	5.8
4.45	2.68	5.85
4.5	2.70	5.9
4.55	2.72	5.95
4.6	2.74	6
4.65	2.76	6.05
4.7	2.78	6.1
4.75	2.80	6.15
4.8	2.82	6.2
4.85	2.84	6.25
4.9	2.86	6.3
4.95	2.88	6.35
5	2.90	6.4

### AUGUST PRICES

The price at which milk will be sold during August is that quoted above for the month of July—subject to changes, however, whenever warranted by market conditions. Milk to be paid for at the basic price during August, will, under the Philadelphia Selling Plan, represent 110 per cent. of the established basic quantity. Second surplus milk has been eliminated. All surplus milk will be paid for at the Class I price.

### JULY BUTTER PRICES

92 Score Solid Packed	Philadelphia	New York	Chicago
1	41 1/2	41	38 1/2
2	41 1/2	41	38 1/2
3	41 1/2	41	38 1/2
4	41 1/2	41	38 1/2
5	41 1/2	41	38 1/2
6	41 1/2	41	38 1/2
7	41 1/2	41	38 1/2
8	41 1/2	41	38 1/2
9	41 1/2	41	38 1/2
10	41 1/2	41	38 1/2
11	41 1/2	41	38 1/2
12	41 1/2	41	38 1/2
13	41 1/2	41	38 1/2
14	41 1/2	41	38 1/2
15	41 1/2	41	38 1/2
16	41 1/2	41	38 1/2
17	41 1/2	41	38 1/2
18	41 1/2	41	38 1/2
19	41 1/2	41	38 1/2
20	41 1/2	41	38 1/2
21	41 1/2	41	38 1/2
22	41 1/2	41	38 1/2
23	41 1/2	41	38 1/2
24	41 1/2	41	38 1/2
25	41 1/2	41	38 1/2
26	41 1/2	41	38 1/2
27	41 1/2	41	38 1/2
28	41 1/2	41	38 1/2
29	41 1/2	41	38 1/2
30	41 1/2	41	38 1/2
31	41 1/2	41	38 1/2

### Eastern States Farmers' Exchange

## COLD CONVINCING FACTS Figures Like These Impress Thoughtful Feeders

The Vermont Extension Service Dairy Herd Improvement Report No. 12 has a table showing the herds which in May led each of the 14 reporting cow test associations in the State in butterfat production, and nine of these were Eastern States Farmers' Exchange fed herds. Ranking these leading herds in average butterfat production per cow, the Eastern States herds took the first six places.

All five of these leading association herds averaging better than 40 pounds butterfat per cow were Eastern States fed.

From the standpoint of returns over feed cost, all the herds being credited with the same value for their milk—butterfat content considered—the six leaders were Eastern States fed herds.

In considering these figures bear in mind that they deal not with the leading herds in one association but with the top herds of fourteen associations of the great dairy state of Vermont, a state noted for the thrift of its leading citizens.

Figures of this sort are convincing. The Eastern States Farmers' Exchange has shown the leading farmers of New England, the section where this great Exchange originated, of the soundness of its principles of operation and of the superior quality of the feeds and feed ingredients which it procures and distributes to its members.

Delaware farmers tried this co-operative service and became as loyal as the New Englanders. Many farmers in Pennsylvania have become so impressed with the reports they have been receiving from New England and Delaware that they have seen to it that Eastern States feed be made available for them, and twelve stations in Pennsylvania have received shipments since the first car arrived at Newtown in March.

At most of these stations regular shipping service is established. Poultrymen as well as dairymen have been immensely pleased with the quality of the ingredients as well as the make-up of the formulas. Experience with these feeds put up for them at the cooperatively owned mill at Buffalo has shown these farmers what the Exchange means when it describes its rations as "feeds blended to produce maximum returns to the feeders rather than mixed to meet keen price competition."

For further information on the Eastern States cooperative feed service for poultry and horses as well as dairy cattle, a cooperative service which should not be confused with the car door service offered by private manufacturers through dealers or groups of farmers, write the office.

### Eastern States Farmers' Exchange

A non-stock, non-profit organization owned and controlled by the farmers it serves

SPRINGFIELD

MASSACHUSETTS

### DAIRY LOSSES CUT DOWN

#### BY PROMPT MILK COOLING

A large proportion of the loss from sour milk, high bacteria counts, and low quality butter and cheese, might be avoided through prompt and thorough cooling of milk at the dairy barn, asserts the dairy department of the College of Agriculture, New Brunswick, N. J. All milk should be cooled to 50 degrees F. or lower and should be kept at that temperature until delivered at the receiving plant.

In the matter of dairy temperatures one should never guess. A good thermometer will always pay for itself in a short time. One can of rejected milk will cost more than four or five good thermometers.

To cool milk to 50 degrees F. or below, ice is nearly always necessary. If ice cannot possibly be had, only the coldest water should be used. This means water direct from the well or spring unless a colder source is available. Running surface water or tank stored water is never very cold. If ice is not to be had, it is desirable to arrange the equipment so that spring water may run constantly through the milk storage tank, or so that all water pumped for farm stock passes first through the tank.

The cooling of morning's milk is the important problem just now. A surface cooler will save time and ice.

### USING THE CAMERA IN RECORDING THE GROWTH OF DAIRY ANIMALS

In the study of the growth and development of dairy animals the United States Department of Agriculture is making use of the camera as a means of recording the changes that take place in the appearance and con



## DAIRY SIRE'S DAUGHTERS BEST INDEX OF HIS VALUE

R. S. GRAVES, Bureau of Dairying, U. S. Department of Agriculture

A great dairy sire is one whose daughters have a high average yield of milk and butterfat, a high average increase in milk and butterfat yield over that of their dams, and a high percentage of their number better than their dams. All these things must be taken into consideration when measuring the value of a dairy sire, he says. No one of them alone offers sufficient evidence of the sire's worth.

In a study of 23 Holstein-Friesian sires, each having six or more tested daughters from tested dams, some conclusions were arrived at concerning the hereditary transmission of production. Some of the sires in the list raised both the milk yield and the percentage of butterfat of their daughters as compared to the production of their dams. Some raised one and lowered the other. Some lowered both. But no one sire raised both the milk and butterfat percentage of all his daughters, nor did any one sire lower these records of all his daughters. In other words, while the sires evinced a prepotency for raising or lowering production, no one sire was completely prepotent.

The ability of a sire to raise or lower the yield of his daughters does not necessarily have a correlation with the record

of his own dam. Rather, the prepotency of a sire seems to depend upon the combination of factors governing the yield of milk and percentage of butterfat that he has inherited from his parents. If he has inherited only factors that will determine high milk yield and high percentage of butterfat, he will be prepotent in impressing these characters on his offspring. If he and the dams with which he is mated have inherited from their parents a mixture of the factors for both low and high production which is often the case, a variety of combinations in the different offspring will follow, and they will be of varying degrees of producing ability.

The evidence seems to point to both parents contributing equally to the inheritance governing the milk and butterfat producing capacity of their daughters. But if one parent is homozygous or pure for the hereditary factors determining high production and the other parent is heterozygous, or mixed, in its inheritance, then the homozygous parent will have the greater influence on the producing capacity of the daughter; yet this daughter will transmit to a part of her progeny the inheritance for low production that she may receive from her heterozygous parent. From two heterozy-

gous parents, it is to be expected that the daughters will show a great range in producing capacity from very poor to very good.

The fact that the percentage of butterfat and the milk yield are inherited independently, at least within limits, and that both the sire and the dam contribute to the inheritance of their daughters, governing both milk yield and percentage of butterfat, indicates that improvement in yield of butterfat can be brought about by selection for both milk yield and percentage of butterfat.

The big problem seems to be to locate the sire that has inherited only the factors determining a high producing capacity. The degree to which he has inherited these factors can be determined only by testing a large number of his daughters and comparing their records with those of their dams.

The increasing number of records of daughters and their dams becoming available through the cow-testing associations furnishes a means of calculating the comparative worth of a greater number of sires than has been possible in the past. The 23 sires in this study were given comparative rankings in a new method which I have devised. Each sire was ranked in comparison with the

others with respect to milk yield of his daughters, average butterfat yield, average increase of milk yield, average increase of butterfat, and the percentage of daughters that were better than their dams in milk and butterfat yield. His comparative value was indicated by the sum of his rankings in the various classes.

For instance sire E ranked first in average milk yield of daughters, third in average butterfat yield, fifth in average increase of milk, fifth in average increase of butterfat, first in percentage of daughters making increase in milk, and first in percentage of daughters making increase in butterfat. The sum of these rankings is 16, which, being the smallest ranking number, places him at the head of the list.

On the other hand, sire V, at the bottom of the list of sires, ranked nineteenth, twentieth, twenty-third, twenty-second, seventeenth, and sixteenth respectively in these same classes, giving him a total ranking of 117, or more than any other sire in the list.

The complete discussion of this study has been published in Department Bulletin No. 1372, just issued. A copy may be obtained, while the supply lasts, by writing to the United States Department of Agriculture, Washington, D. C.

## FARM BUILDING IMPROVEMENT

N. S. GRUBBS

There is a constant demand for information on the repair and remodeling of farm buildings in addition to the demand for plans and cost figures for new buildings where fire has destroyed a barn which has given shelter to the farm livestock.

The investment in farm buildings is so heavy that more attention should be given to this end of farming. In times past farmers cut their own timbers, placed their own stone foundations and raised their own barns. Today this is almost a lost art among many of our young farmers. Conditions in the repair and construction of our farm buildings are rapidly changing. Fire resistant material, home made concrete and similar improvements are finding their way into buildings on the farm. Last year the farmers of this country used over 130,000, 000, bags of cement, enough to build a concrete pavement three feet wide that would go around the world five and one-

half times. Attention is called to the dwindling use of lumber per capita in the United States estimated to be about 3%.

From the investment point of view it seems that the farm buildings have not received the attention they merit. The barn along the roadside is the storehouse of the nation and in our Eastern states the U. S. Census reveal the facts that our buildings are worth more than the land itself. The census shows land in Pennsylvania to be worth \$559,861,344, and buildings \$616,796,204.

From the dairy point of view it is figured that the investment in land per cow is \$154 while the investment per cow in the dairy barn is \$170. These figures are based upon a survey of 200 representative farms where it was found the average herd to be 18 cows on the average sized farm of 140 acres.

For the dairymen it is a profitable undertaking to make his dairy barn as convenient as possible. It will save

many steps to have the feed bins and hay chute properly located. The litter carrier should be easily accessible and the milk house conveniently located. It is estimated that to have the barn carefully planned will save as much as 25 to 30 minutes time in producing each 100 pounds of milk.

The importance of a correct balance of investment in buildings to herd income is revealed by the figures that in Pennsylvania there is a carrying charge on the buildings of from 10 to 11 cents for each 100 pounds of milk produced. The carrying charge includes the interest on investment, the taxes, insurance and depreciation. The depreciation charges are the only figures that can be reduced and this can be done only through the use of permanent materials. The use of concrete as a permanent building material is recognized as being essential for floors, mangers and portions of the barn.

The subject of loss of livestock through disease in Pennsylvania has been given consideration but it becomes a fact of considerable weight when it is learned that the loss in farm buildings through depreciation and fire is almost three times as much as the loss of all kinds of livestock by disease. Much of this loss in building can be reduced by keeping our buildings in good repair and above all, to use rot-proof and fire resistant materials.

If our buildings are repaired and kept in good order we find the average farmer spending \$80 annually. This money is spent for paint, glass, roofing materials and cement. It is estimated that this expenditure represents 11% of the labor income per farm.

A group of neatly arranged, not necessarily expensive, farm buildings add to the looks of the farm and they are an index to the character of farm operations practiced by the farmer.

## PENNSYLVANIA RANKS HIGH IN COOPERATIVE MARKETING

Pennsylvania farmers transacted a business of \$34,500,000 through their cooperative buying and selling corporations in 1925, according to preliminary figures compiled by the Bureau of Markets, State Department of Agriculture. This is an increase of 6.5 per cent. over the 1924 business of \$32,409,000. Six large cooperatives, whose activities reach into several eastern states, transacted business amounting to \$28,556,777 with Pennsylvania farmers and 95 local organizations had total sales of \$5,944,000. In 1924, the same six interstate organizations did a business of \$26,149,000 with their Pennsylvania members and the sales of 94 local associations amounted to \$6,260,000.

Seven leading organizations transacted \$29,526,287 or 86.2 per cent of the total cooperative business done by the farmers

of this state in 1925. In 1924, the seven largest organizations accounted for 87.5 per cent. of the total Pennsylvania farmers' cooperative business.

The greatest increase in business in 1925, as compared with 1924, took place in the cooperative marketing of milk. Sales of milk and milk products amounted to \$28,679,675, as compared with \$26,284,239 in 1924, an increase of 9.1 per cent. Part of this increase was due to higher prices, as the price for milk was higher in 1925 than in the previous year, but the volume of milk handled by cooperative associations was also larger than in the previous year. Sales of fruit and vegetable associations totaled \$910,480 against \$1,110,358, a decrease of 18 per cent. Lower yields, than in 1924, of many fruits and vegetables caused this decline in business. Three incorporated wool pools sold \$79,180 of wool, as com-

pared with \$65,000 in 1924, an increase of 21.5 per cent. Cooperative egg sales amounted to \$89,910 against \$109,000 in 1924, a decrease of 17.5 per cent, but the number of dozens sold in 1925 was 1 per cent. greater than in the previous year. Sales of Pennsylvania livestock by cooperative associations in 1925 amounted to \$294,000.

The sales of farm supplies by cooperative purchasing associations in 1925 were 8.1 per cent. smaller than in 1924, amounting to \$4,447,020 as compared with \$4,840,403. The practical suspension of business by a state-wide central purchasing association accounted for this decline as practically all of the local organizations showed an increase in sales. Thirty-six identical local purchasing associations sold \$1,613,000 of farm supplies in 1925 against \$1,519,080 in 1924, an increase of 6.2 per cent.

The total Pennsylvania membership of cooperative associations at the close of 1925 consisted of 41,100 farmers. At the close of 1924, the membership of five interstate associations and 94 local organizations totaled 41,400. A drop in membership occurred among the five interstate associations, are of which dropped more than a thousand members from the organization either because the association could not handle their products economically or because of disloyalty. The local cooperative associations, as a whole, showed an increase of 6 per cent. in the number of members. At the close of 1925, the membership of Pennsylvania cooperative organizations had been purged of "deadwood" and the one-fifth of the total number of farmers of the state, who were listed as members, were active participants in the cooperative movement.



## Seven feeds to choose from— No need to waste protein

**T**HE dairyman who makes money from cows must use up the last ounce of his home-grown feed to advantage. To do this he must supplement it by purchasing the kind of feed that supplies what his home-grown hay and grain lack. Also he must feed each class of animals on his farm just the feed they need for economical maintenance, growth, production, and reproduction.

To produce profitably, dairy cattle must have feed which is palatable; which includes a variety of protein; which contains the needed minerals; and which furnishes enough digestible feed to maintain and grow the animals and supply them the material for making milk and reproducing.

The amount, kind, and analysis of home-grown feeds varies so widely from farm to farm that a correspondingly wide range of kind and analysis is required in the purchased supplement.

Amco Feed Mixing Service makes possible the utmost economy in feeding dairy cattle

by mixing seven dairy feeds, ranging in protein from 12 to 32 percent and so formulated by the College Feed Conference Board that each dairyman can select the ones which fit his needs.

Each feed carries a wide range of ingredients, drawn from the markets of the world, so there is no lack of variety. Moreover, the Conference Board has skillfully balanced the ingredients so what some ingredients lack others furnish in abundance, with the result that each mixture has palatability, the right bulk, and high digestibility.

The proper amount of molasses, mixed in each ration, gives Amco feeds a uniform texture which is maintained whether they are shipped in bags or in bulk. And, of course, molasses adds palatability.

Minerals go into every dairy feed mixed by Amco in the amount needed because, as body builders, minerals are very important to herd maintenance and continued production.

### How to Use Amco Feeds

Study the tags. Note that each formula is stated, and its digestibility listed as well as its guaranteed analysis. Then consider these feeding directions below which show the general conditions for which the College Feed Conference Board designed each feed. This will enable you to order the feed or feeds which will meet the conditions on your farm.

**AMCO 32%:** The ideal feed to mix with home-grown corn, barley, or oats.

**AMCO 24% DAIRY:** The feed to use with hay of ordinary quality.

**AMCO 24% UNIVERSAL:** For hay of ordinary quality when an ideal fixed formula is desired.

**AMCO 20% DAIRY:** The feed to use when you have alfalfa or clover hay of good quality.

**AMCO 20% EMPIRE:** For good alfalfa and clover when an ideal fixed formula is desired.

**AMCO 16% DAIRY:** The feed to use with second cutting, high-grade alfalfa and clover and on early pasture. When pastures get dry and hard, use AMCO 20% Dairy.

**AMCO 12% FITTING RATION:** The feed to use for dry cows, heifers, bulls, and calves.

**Note:** Many practical dairymen are following the policy of feeding low protein mixtures to fresh cows and gradually increasing the percent of protein as a cow progresses in lactation period.

**AMCO**  
FEED MIXING SERVICE  
AMERICAN MILLING CO., PEORIA, ILL.





## HEALTH CAMPS AND THE DAIRY COUNCIL

Health work with the children does not stop with the close of school but is carried on during vacation time through the agency of camps. The Philadelphia Inter-State Dairy Council is interested in three of these camps in the vicinity of Philadelphia.

Camp Happy, at Torresdale, is supported by the Bureau of Welfare and the Dairy Council gives free milk as its contribution. There is a very complete exhibit of this camp in the Educational Building at the Sesqui-Centennial. Be sure to visit it when you go.

University Camp, at Green Lane, is under the care of the Y. M. C. A. of the University of Pennsylvania. New groups of boys come out every ten days for a ten day vacation. The Dairy Council is responsible for fourteen undernourished boys in each group.

Camp Joy, near Reading, is sponsored by the Reading Kiwanis Club with the cooperation of the Philadelphia Inter-State Dairy Council and the Visiting Nurse Association.

In each of these camps the object is to build up the health of a group of children, who are below par, by means of good food, plenty of fresh air, and sunshine and rest. The children come from city homes and the week in the country is a treat to be anticipated from year to year.

While there are no lessons from books, the counselors try to interest the boys in health, civics, nature and sometimes elementary art. They also publish a weekly news sheet.

On a visit to University Camp we were interested to notice boys, ten to fourteen years old, bringing in bunches of flowers. Just the daisies and asters that were growing around the farm. Later when we went to "tent inspection" we found in every tent each boy's blanket folded in some special design and the tent floor decorated with a design of field flowers. Some of the decorations were quite intricate in design. The tent judged by the chief to have the best decoration was given the highest mark for the day. The tents contested with one another for the highest score during the ten days. This same pleasure in decorating the camp was seen at Camp Joy.

On another visit to Green Lane it was our privilege to sit out on a sunny rock with the boys while they took their afternoon rest. The rock was large enough for us all and the boys basked in the sunshine while the counselor read aloud to them. So their minds as well as their bodies were ministered unto.

As this number of the Review goes to print, Philadelphia is emerging from the hottest spell so far this summer. Those of you who read this can hardly imagine how stiflingly hot the city streets and house walls are after a couple of days with the thermometer around 95° all afternoon and night time not long enough to cool off the bricks. The sun rises to find the city very little cooler than when it set and so the heat accumulates during another day.

Contrast this picture with your own boys playing in the "oie swimming hole" and you can guess at the pleasure these city boys have splashing and swimming in the cool waters of the Perkiomen Creek which flows through the University farm.

Camp Joy seems to belong to the Council a little more than the others because a nutrition worker from the Council, Martha Smith Fry, is in charge and others of the Council staff are assisting her. While the daily routine is similar in all the camps we will give the Camp Joy program because of this contact.

### Camp Joy

Camp Joy is located about four miles beyond Reading on the Pricetown Road. The property is owned by the city of Reading; the equipment by the Visiting Nurse Association, and the Kiwanis Club is paying all expenses with the exception of the milk, which is supplied



Milk Drinking Time at Camp Joy

by the Philadelphia Inter-State Dairy Council.

The purpose of Camp Joy is to educate the children on proper health and nutrition lines, along the following program:

1. To make the children happy.
2. To help the children attain their normal weight.
3. To help the children form good health habits.
4. To instruct the mothers concerning the aims of Camp Joy and to secure their cooperation.

The camp is equipped to take care of seventy children — seven children in a tent. There are also two large buildings, the administration building, and an old barn the basement of which has been converted into the dining room and kitchen, the upper space is a big recreation hall, which is used in damp and rainy weather. There are five shower baths.

There are twelve tents located in the woods. Four girl counselors take turns in sleeping at one end of camp and the handyman and assistant handyman sleep at the other end of camp. This gives a supervisor to each end. The counselors do not sleep in the same tent with

the children. There are seven cots in the children's tents, and each child has her own soap dish and towel rack. The camp furnishes sheets, towels and blankets. The children do not use pillows.

This year, 1926, the camp is taking care of seventy girls and is keeping them for a period of six weeks. The girls are selected from the Reading Public Schools, and must be at least ten per cent. underweight, they must have all physical defects corrected, such as diseased tonsils, adenoids, and teeth, before entering camp. No heart cases are taken or T.B. cases. Before coming to camp, all the girls are examined by the camp doctor. This year fourteen were advised to have their tonsils removed.

The paid camp staff includes Camp Director, Dietitian, Nurse, Secretary, Recreational Director, a part time Dental Hygienist, handyman, assistant handyman, cook and two waitresses. Ten volunteer counselors assist in directing the camp.

On arriving at camp, the children are weighed and measured, then registered. They are then assigned to their counselors. They are each given their linen, a toothbrush, toothpaste, and soap. Each child is given a warm shower, and shown around camp. In the afternoon, the regular program becomes effective. The children arrive on a Monday and each Monday following they are weighed and measured. Charts of their progress are kept. The second day of camp every girl receives a dose of Castor Oil from the Camp Nurse. Not one child refused it.

The camp program is as follows:—

- 6:30 —Rising Bugle
- 6:40-7:15—Shower Bath
- 7:20 —Setting-up Exercises
- 7:25 —Devotional and Pledge of Allegiance
- 7:30 —Breakfast
- 8:00 —Straighten up tents
- 9:00 —Inspection
- 9:30-10:20—Recreational Period
- 10:30 —Milk
- 10:45-12:15—Recreational Period
- 12:30 —Dinner
- 1:00 —Health Court
- 1:15-1:45—Sun Bath
- 1:45-2:45—Rest Period

- 3:00 —Milk
- 3:15-5:15—Recreational Period
- 5:30 —Supper
- 6:00-7:00—Reading Period
- 7:00-8:00—Camp Fire Program
- 8:15 —Taps

There are no facilities for swimming so that each child has a cold shower every morning and at least two warm showers a week. The morning inspection is very rigid. A point system is used and points are given for inside of tent, outside, and for personal appearance. The Nurse instructs the counselors how to make beds properly and the counselors instruct the children. Personal inspection is a bit stiff. They must have clean teeth, ears, hair, necks, finger nails, etc.

Every Tuesday afternoon, the children wash their clothes and put them on the grass to dry. During recreation period the children make raffia baskets, reed baskets, or clay modeling. The morning periods are usually used for hand-work. The afternoon recreational period is used for games, hikes, etc. The camp nurse gives one lesson a week to each tent on hygiene, and first aid. Every Friday afternoon, the entire camp goes on a hike and supper is brought along by the camp truck. If it rains, a picnic supper is served in the barn. This is the first year sun baths have been given —the girls go around camp all day with one-piece, white bathing suits, which were given to camp by the Red Cross Society. During the sun bath the children slip their suits down to their waists and take off their shoes and lay on their blankets. Five minutes on their backs the first day, and five minutes on their stomachs. The time is gradually increased each day until a half hour sun bath is taken. Each evening at camp fire, the individual groups put on stunts and sing songs. Once a week a marshmallow toast is given. The children are not permitted to have anything to eat in their tents, the only thing they have between meals is a half-pint bottle of milk at 10.30 and 8.00.

The meals for the children are especially planned to include one quart of milk per day, either fresh fruit or dried fruit daily, tomatoes or oranges, three or four times a week, a raw green leafy vegetable daily, whole grained cereals and bread (all bread is at least a day old), meat twice a week, ice cream twice a week. It is planned to include foods daily which contain natural sugars which will supply the craving children have for sweets.

This year, Mothers' Meetings are held once a week at the Boys' High School at Reading. It has been felt that closer cooperation was needed between mothers and camp, so that mothers would know exactly what was being done at camp, and the aims toward proper health habits. Two meetings have been held, and the mothers were most enthusiastic. Along with the talk each time, a food demonstration is also given, based on Camp Joy Menus. These demonstrations are supported by the Philadelphia Dairy Council.

## MILK AND CREAM

### IN PHILADELPHIA

#### Statistical Report of the Philadelphia Milk Exchange

The Philadelphia Milk Exchange, Joseph H. Gravenstine, Secretary, through the Philadelphia Chamber of Commerce has just issued its statistical report of the volume of milk, cream and condensed milk shipped to the city of Philadelphia in 1925.

These figures show that 288,033,862 quarts were received under the following classifications:

Total number of quarts received at Cooper's Point, N. J., from Camden and Philadelphia .....	6,066,248
Total number of quarts received from all sources .....	263,801,063
Total number quarts cream from all sources .....	16,845,655
Total quarts condensed milk from all sources .....	7,386,544

Total .....

288,033,862  
These figures compare very favorably with the receipt of milk during the various preceding years.

Based on receipts for various years, the following statistics may be of interest.

Reports of Milk Received in Quarts	
1887 .....	78,178,712
1892 .....	91,278,774
1897 .....	93,959,340
1902 .....	104,720,142
1907 .....	135,931,188
1912 .....	163,367,091
1917 .....	186,856,374
1922 .....	256,247,989
1925 .....	288,033,862

Receipts during the past ten years, with but one exception have been steadily upward. In 1915, the total was 178,428,698 quarts while in 1925 a total of 288,033,862 was reached.

A significant fact has developed in transportation methods. In 1887 approximately 10,000,000 quarts were delivered to the city by wagons. As country receiving station increased this total gradually fell off, reaching the low point, 4,800,000 quarts in 1920. Then came auto truck transportation and from a total of 23,000,000 quarts in 1921, this means of transportation has increased to 76,521,000 quarts in 1925.

Miss Lydia M. Broecker, of Minneapolis, Minn., has been appointed Nutrition Director of the Philadelphia Inter-State Dairy Council. She will assume her duties about September 1st.

Miss Broecker is a graduate of the University of Minnesota. She has had a wide experience in the educational field in Minnesota and comes to the Dairy Council from the position of Home Economics Supervisor in the town of Virginia, Minnesota.

Miss Laura Ellenwood and Miss Josephine Cranmer have also joined the Nutrition Department of the Dairy Council during the summer. Miss Ellenwood has been a teacher of Home-making and School Management at the MacDuffie School for Girls in Massachusetts for several years, while Miss Cranmer is a graduate of the Pennsylvania State College.

Parents who buy gasoline at the expense of a well-balanced, wholesome diet for their children are usually saving up trouble at compound interest.

A quart of milk per day will ultimately bring more joy and pleasure to a youngster than two or three gallons of gas and an exciting ride.

Illinois Department of Public Health.



Many years ago we made this promise of unchanging quality—stating in simple terms a policy that has always been in operation in the manufacture of Larro.

This pledge has been faithfully kept; it holds as good for the future as it has for the past. We repeat it now to emphasize the importance of uniformity to buyers of dairy food.

Your cows can not eat a printed formula. They are not concerned with market conditions. They do need a proven feed to build their own condition, to keep healthy and maintain high milk yield—and that feed must always remain the same in both quality and composition if it is to produce the same satisfactory results.

Larro is held rigidly to standards which do not permit the substitution of cheap, inferior ingredients. It is manufactured under a process that insures satisfactory results in milk and money to the feeder. And after all, healthy cows, dependable production and sure profit are more important to you than any temporary advantage in price.

When you have fed Larro and found out for yourself how your cows thrive and produce on it, you will have settled your feeding problem for all time. For the Larro pledge of unchanging quality is a guarantee of unchanging results. The same name on the bag means always the same feed in the bag, no matter when or where you buy it.

Ask the Nearest Dealer



THE LARROE MILLING COMPANY  
Detroit Michigan

**Larro**

FEEDS THAT NEVER VARY  
FOR COWS, CHICKENS AND HOGS



Want more eggs? You'll get them if you feed Larro Egg Mash to your layers. Like Larro Dairy Feed it is always the same—always good. Try it.

## PRINCIPLES OF VENTILATION

(Continued from page 1)

of its moisture which will appear as "sweat" on the cold surfaces.

This condensation may be prevented by the construction of well insulated walls and ceilings and by the proper use of the ventilation system so that the warm air with its high moisture content will be removed. Excessive moisture causes the rotting of the wood framing and the rusting of steel or iron equipment and is often a contributing cause to the spoiling of feeds and the spontaneous combustion of hay.

Disease, and especially tuberculosis, has for one of its causes the lack of an

ample supply of pure fresh air. Oxygen, carried from the lungs by the red blood corpuscles, is the agent which destroys disease germs. If the animal is to be able to maintain a vigorous resistance to disease the lungs must be supplied at all times with fresh air of a uniform temperature and a normal humidity. Cattle cannot be expected to be healthy and vigorously fight disease on a ration of foul damp air.

It must not be expected that a ventilation system will perform all these duties automatically. A well designed system is often condemned when actu-

ally the fault lies with the owner due to faulty regulation. A thermometer is the guide for temperature and your lungs a guide for purity and humidity. An efficient system should allow you to maintain a temperature of 35° to 50° F., a purity of at least 95 per cent. and a normal humidity.

The article next month will discuss the system of ventilation devised by Prof. F. H. King, of the Wisconsin Agricultural Experiment Station, and give the most satisfactory methods for the design and construction of inlet and outlet flues.



## BULL BRAND FEEDS

### DAIRY STOCK POULTRY



**TRADE-MARK REGISTERED**

Your feed dealer can now make you an especially attractive contract for your B-B (Bull Brand) Dairy Ration requirements for the next six months.

See him today  
MARITIME MILLING COMPANY, INC.

**COST LESS — PRODUCE MORE**

## NICE

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## Willard


### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage  
Battery Station

West Chester, Pa.      Coatesville, Pa.



Let Us Design Your Stationery

Pedigree Catalogs a Specialty

## Horace F. Temple

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## PHILADELPHIA

WOOD and CEMENT STAVE  
TILE and COPPERED METAL  
**SILOS**  
SPECIAL PRICES NOW  
CASH or MONTHLY Payments




E. F. SCHLICHTER CO.  
BOX M. P.      10 S. 18TH ST., PHILA.

## LEARN

### What is new in DAIRYING

at the  
**Trenton New Jersey FAIR**

Sept. 27 to Oct. 2

Inspect the pedigree:

**Ayrshires**  
**Beef Shorthorns**  
**Jerseys**  
**Guernseys**  
**Herefords**  
**Holsteins**  
**Milking Shorthorns**

And see them judged at the ring at the Coliseum.

New scale of admission prices to grounds: Fifty cents Monday, Tuesday, Wednesday, Friday; one dollar Thursday.

Horse racing Monday to Friday.  
Auto racing Saturday.

M. R. MARGERUM  
Secretary

CREAM SEPARATORS	
HIGH GRADE	LOW COST
125 lb. capacity .....	\$9.75
225 lb. capacity .....	14.75
375 lb. capacity .....	19.75
600 lb. capacity .....	24.75
750 lb. capacity .....	29.75
Freight Prepaid Your Railroad Station	
Order One — Thirty Days Trial	
If Not Worth Double, Return At Our Expense—Money Refunded	
Farmers' Equipment Company	
22 W. Monroe St., Chicago, Ill.	

**TESTED COWS FOR SALE**  
100 head on hand at all times to select from. Will sell one cow or a carload. Have Holsteins, Guernseys, and Milking Shorthorns. Buy your cows in Bradford County, the largest and cleanest county in the state. Only 5% re-actors.

JOHN P. PRETZ, Troy, Pa.  
Bell Phone 55

### BOVINE TUBERCULOSIS ERADICATION IN PENNA.

Progress in the eradication of bovine tuberculosis will, according to Dr. S. E. Bruner of the Bureau of Animal Industry, be in proportion to the funds available for indemnity and for the maintenance of the work.

Previous to the present fiscal period, the largest amount expended for indemnity purposes during any two years was \$550,000. For the present fiscal period—June 1, 1925 to May 30, 1927—there was available for indemnity purposes \$1,799,000. Up to June 22, 1926, \$1,456,968.17 of this amount had been expended.

The first herd to be tuberculin tested under Federal-State supervision in Pennsylvania was tested in April, 1918. Progress and results of the work are indicated in the following table:

T. B. Testing—Individual & Area Plans				
Year	Herds	Cattle	Reactors	Per cent
1919	717	11,700	373	3
1920	971	16,822	1,371	8
1921	2,012	33,308	2,473	7
1922	2,682	41,148	2,239	5
1923	8,772	99,712	3,119	3
1924	20,837	200,652	6,541	3
1925	33,972	285,160	8,108	2
1926	51,871	429,192	30,254	7

Total 121,834 1,117,694 54,568

Forty per cent. of the tuberculin testing during the last twelve months has been conducted by accredited practitioners.

Testing is conducted under either the individual plan or the area plan. In the area plan the township is fixed as a unit, and, if 90 per cent. of the cattle owners therein will execute an agreement placing their entire herd under Federal-State supervision to be tested according to the provisions of the Modified Accredited Area Plan and the county commissioners or cooperating agencies will provide funds for the purchase of tags, disinfecting material, disinfectors salaries, expenses, and transportation of veterinarians, the township is qualified for test.

Area work has been conducted in 46 townships in 42 different counties, four of which, Mercer, Crawford, Jefferson and Cameron, are accredited. A month ago there were in the State 4,133 accredited herds (68,185 cattle), 62,027 herds (383,917 cattle) credited with a negative test, and 11,354 herds (184,339 cattle) which disclosed reactors at the last test. More than one-half million cattle, or approximately 40 per cent of the cattle population of Pennsylvania, are under supervision.

Twelve per cent. of the cattle population is awaiting test. On an area basis 136 townships in 38 counties are qualified. It is anticipated that before January 1, 1927, six additional counties will be placed in the accredited class, and during the year 1927 thirteen more. At the expiration of 1927, twenty-three of the sixty-seven counties in the State would be accredited. If succeeding legislatures appropriate the same amount that was available during the present fiscal period, it is Dr. Bruner's opinion that the disease in Pennsylvania will be reduced to less than one-half of one per cent. by 1933.

Heifers and young bulls intended for breeding should be kept growing winter and summer in order to reach their full development. If stunted when young, they require more care and expense to bring to maturity.

### GRADE COWS AT THE NATIONAL DAIRY EXPOSITION

By W. E. Skinner

The dairy cow that must be brought to a higher order of efficiency is the average grade cow that furnishes the great bulk of the milk for the 117 million consumers of the United States. Just what per cent. of the cow population of the country she makes is problematical but the fact remains that in her present state of inefficiency she is more or less a menace to all of her sisters that rate above federal census figures in butterfat production. A well behaved, healthy, upstanding cow that eats and drinks regularly and then returns as much milk as will pay her owner for the feed, labor and good care expended on her, winter and summer, does not deserve to be put in a position of working in competition with the scrub cow that does not pay for her salt.

One of the principal objects of the National Dairy Exposition is the elimination of the scrub and the upbuilding of all dairy cows into profitable producers. An exhibit of grade cows from cow test associations, with their health and production certificates attached, is made each year so that everyone who attends may be shown how he can own the best cows for no more money than he has now invested in his herd and thus turn his losses into a profit. This can be done so easily that it is not a question of money as much as of ambition and a desire to get better returns from labor. Dairymen who already have good cows can get better ones on the same terms as the dairyman who knows he wants good cows but is afraid he can't afford them.

Come and see the best way to market your cream or milk as well as how to improve your herd. The annual National Dairy Exposition is the mirror of the dairy industry—it reflects everything that is being done for the betterment of dairying. Progressive dairymen who want to improve their business are planning now to attend the Exposition at Detroit, October 6th to 13th.

### UNLAWFUL ICE CREAM

The Ice Cream Law of the State of Pennsylvania prohibits the sale of ice cream from cabinets or containers in which any other article or foods are kept for sale. When dealers or retailers fail to comply with this provision in the law, or sell ice cream which is deficient in fat or contains adulterants, they are liable for prosecution and the penalties include imprisonment.

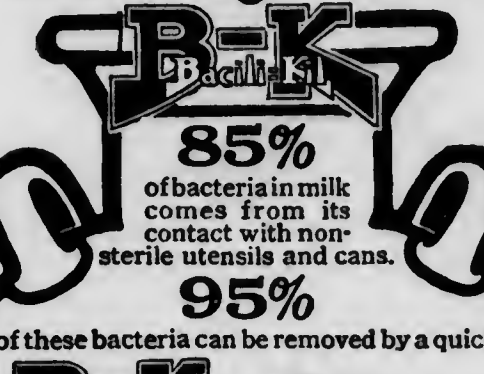
Ice cream is an important food, which is sold in great quantities, especially during the Summer, and, because it is easily contaminated by odors and flavors of other products, thereby becoming unfit for food, it is important that all dealers keep all other food products away from it. Under no conditions should it be stored or kept in cabinets containing other foods.

Special agents of the Bureau of Foods, Pennsylvania Department of Agriculture, will investigate all methods of ice cream sales and, where the law is found to be violated or ice cream improperly kept or found deficient, legal action will be promptly taken.

Horses' collars should be washed with warm water frequently to keep them clean and smooth. If they are scraped with a knife they are likely to be rough. Collars that do not fit well, or are dirty or rough, make the horses' shoulders sore.

## Avoid Sour Milk

### It's Easy With



**85%**  
of bacteria in milk comes from its contact with non-sterile utensils and cans.

**95%**  
of these bacteria can be removed by a quick B-K Rinse

It is now definitely known that cans, buckets, strainers, coolers, separators, and other utensils or equipment with which the milk comes in direct contact, are the greatest source of bacterial contamination. Furthermore, cans sterilized at the factory become seeded again through exposure, so that by the time the farmer is ready to use them, they are infected. The only safe plan is to sterilize all cans and utensils just before use, with a B-K Rinse of your utensils just before use, will eliminate 95% of the bacteria.

**Write Today for Free Bulletin**  
telling all about the B-K Rinse for quick, easy sterilizing of milk cans, cream separator, milking machines, etc.

**GENERAL LABORATORIES**  
Dept. 100 Madison, Wis.

## Make Us Prove Our Guarantee!

We have made this statement for many years. International Special Dairy Feed will increase milk production at least 20 quarts per sack over any unbalanced ration now being used.

That's a broad statement to make. But we go farther. We also say that if it doesn't deliver the 20-extra quarts per sack you get our bank check for the difference. If you are using home grown grains or other unbalanced rations you can qualify for this all-in-your-favor offer.

### Always A Reason

There's no mystery about International Special Dairy Feed. The reason for the unflinching success of this great feed lies in the special blending process. Only the choicest ingredients obtainable go into Special Dairy Feed. At regular intervals all through the day trained laboratory men test the feed as it goes through the various processes. No feed could be better than this.

### INTERNATIONAL SPECIAL DAIRY FEED FOR GREATER MILK PRODUCTION

We want you to try for these 20-extra quarts per sack at our expense. Have your local dealer deliver a trial ton. Feed it as a complete ration or mix with home grown grains according to directions on the sack. Then compare results. If it doesn't do as we guarantee we pay you the difference between what you get and the 20-extra quarts per sack we guarantee. That's a fair proposition isn't it?

If you do not know what dealer handles International Special Dairy Feed in your territory write us for his name. The quicker you act the sooner you get the extra milk profits.



**International Sugar Feed Co.**  
Minneapolis, Minn.

**20 Extra Quarts From Every Sack — GUARANTEED!**

Mention The Review when writing to advertisers.

### COW TESTING ASSOCIATIONS

#### CHESTER COUNTY COW TESTING ASSOCIATION

W. H. Shingle, Tester, Honey Brook, Pa.

Twenty-four herds were on test during the month of June, 465 cows in milk, 52 dry. 12 cows were sold; their record pointed them as unprofitable cows. 66 cows are producing better than 40 lbs. butterfat during the month.

Ten highest in butterfat for the month:

Owner	Breed	Lbs. Milk	% Fat	Lbs. Fat
Thomas and Howell	R. G.	1590	4.8	76.3
Warren Freeman	G. G.	1594	4.7	74.4
Charles Ash	G. G.	1347	5.5	74.0
Hill Farm	G. J.	1395	5.1	71.1
C. E. Mathers	G. J.	1203	5.8	69.7
C. A. Fox	G. J.	1461	4.7	68.6
A. S. Copeland	G. H.	1503	4.4	66.1
Hill Farm	G. J.	1248	5.1	63.6
Charles Ash	R. G.	1272	4.9	62.3
Harry Shenk	R. G.	1185	5.2	61.6

Members having cows producing over 55 lbs. fat:

Lardner Howell	G. Guernsey	56.3
C. E. Mathers	R. Jersey	56.4
Charles Ash	R. Jersey	56.8
C. E. Mathers	G. Jersey	56.8
R. L. Fox	G. Guernsey	57.1
C. A. Fox	R. Jersey	57.9
Hill Farm	G. Jersey	58.6
R. L. Fox	G. Guernsey	59.2
Lardner Howell	G. Guernsey	59.4
C. E. Mathers	G. Guernsey	59.6
R. L. Fox	G. Guernsey	61.3

#### DAUPHIN COUNTY COW TESTING ASSOCIATION

The Dauphin County Association had 19 herds on test, with 355 cows in milk and 49 dry. Cows producing over 40 pounds fat, 54; over 50 pounds, 14. Cows producing over 1000 pounds milk, 87.

The highest producing cows during June:

Owner	Lbs. Milk	% Fat	Lbs. Fat
Paul Kaylor	2133	2.7	57.6
Hbg. State Hospital	1197	4.6	55.0
Samuel Moyer	1401	3.8	53.2
Clayton Gingrich	1467	3.6	52.8
Aaron Erdman	1173	4.5	52.8
Aaron Erdman	1746	3.0	52.4
Hbg. State Hospital	1194	4.3	51.3
Roy Shenk	1545	3.3	50.9
Aaron Erdman	1521	3.3	50.2
Warren Stone	1014	4.9	49.7

Masonic Home Farms—Ayrshire Herd—10 produced over 1200 lbs. milk; 19 produced over 1000 lbs. milk; 16 produced over 40 lbs. fat; 5 produced over 50 lbs. fat.

#### SALEM-GLOUCESTER-CUMBERLAND (N. J.) COW TESTING ASS'N.

Chris Scholtz, Tester

During the month of June, twenty three herds were tested. Twenty-two cows made the Honor Roll, the requirements for which are 45 pounds of butter fat or 1200 pounds of milk during the month.

The high cow for milk production for the month is owned by Harry T. Robbins, Daretown. She produced 1569 pounds of milk. The high cow for butterfat is owned by Henry Edwards, Mullica Hill. She produced 58 pounds of butterfat during the current month.

The high herd for milk and butter fat production for the month is owned by Leon C. Robbins, Daretown. His herd produced an average of 985 pounds of milk and 33.6 butterfat.

#### Five Highest Cows in Milk Production

Owner	Name of Cow	Lbs. Milk
Harry T. Robbins	Maggie	1569
Harry T. Robbins	Mother	1554
Henry Edwards	No. 6	1527
Leon C. Robbins	Big Six	1518
H. R. Counsellor	Pet	1494

#### Five Highest Cows in Fat Production

Henry Edwards—No. 6, 1527 lbs. milk, 58 lbs. fat.
Herbert Borden—Bell, 963 lbs. milk, 56.8 lbs. fat.
Davis Brothers—No. 19, 1107 lbs. milk, 55.4 lbs. fat.
Locust Grove Farm—Tillie, 1131 lbs. milk, 55.4 lbs. fat.
Locust Grove Farm—Louise, 1092 lbs. milk, 54.1 lbs. fat.

#### Five Highest Herds in Milk Production

Milk	Fat
Leon C. Robbins ... 985 lbs.	33.6 lbs.
Elwood DuBois ... 976 lbs.	29.9 lbs.
N. T. Robinson ... 956 lbs.	32.1 lbs.
Harry T. Robbins ... 868 lbs.	28.2 lbs.
Henry Edwards ... 865 lbs.	28.3 lbs.

#### Five Highest Herds in Fat Production

Milk	Fat
Leon C. Robbins ... 985 lbs.	33.6 lbs.
N. T. Robinson ... 956 lbs.	32.1 lbs.
Davis Bros. ... 733 lbs.	31.1 lbs.
Elwood S. DuBois ... 976 lbs.	29.9 lbs.
Geo. B. Brewer ... 827 lbs.	29.1 lbs.

### SPRAY THE COWS—GET THE MILK

Save the filver drainings from the crankcase and put them on your cows to protect them from the flies and you can pocket a profit from what has heretofore been waste, says the Research Department of the National Association of Farm Equipment Manufacturers. Cow testers in charge of hundreds of thousands of cows on test testify to the drop in milk flow from flies that pester the cows in milk, the milk flow showing an immediate and heavy drop when the flies appear on the cows and cause them to waste energy fighting them. Prof. C.

R. Cleveland of Purdue University, who has spent two years studying flies attacking dairy cows, recommends spraying with the clarified crankcase oil drained from the automobile. The compressed air type of sprayer is recommended by him. Spraying by this method costs but a cent a day per cow. However, the litter carrier and the manure spreader are the best fly fighters if used all year round to clean out stables and haul away the manure daily. Thus there is no place left for the flies to breed.

## THE CHESTER COUNTY FAIR

### SEPTEMBER 9-10-11 1926

## West Chester PENNSYLVANIA

### THREE BIG DAYS

Full of Educational  
Features, Recreation and  
Amusement

### Automobile Races Saturday, Sept. 11

Send for Premium List


## NORRIS G. TEMPLE

SECRETARY

### BOX 25 West Chester, Penna.

## Remove the Dirt and You Remove the Bacteria

Dr. Clark's Purify Milk Strainer has reduced the bacteria count from 562,000 to 7,500 by actual test! And this was accomplished simply by removing ALL the dirt from the milk at time of straining—something no other strainer can do. Think that over!



is guaranteed to get ALL the dirt and sediment out of the milk or we will refund your money. Thousands of farmers and dairymen, as well as creameries and condensaries have proved this. And the Purify is easy to keep clean. No fuss and muss bothering with cloths, etc. Made in two sizes: 10 Qt. and 18 Qt.

Ask your dealer to show you a Purify Strainer. If he doesn't handle them, write us direct for literature and prices, giving your dealer's name.

Purity Stamping Co.  
Dept. F      Battle Creek, Mich.



PURITY Cotton Discs are made in any size from 5 1/2 in. to 7 in. diam., for all makes of strainers or filters. Send for a trial order.



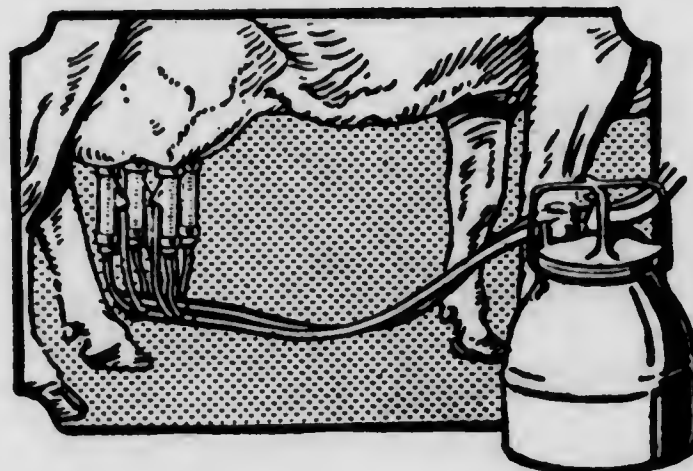


*Why*  
 spend the  
 best hours of  
 your life on  
 a milk stool  
 under a cow?

**H**AND milking is at best a slow, tiresome, disagreeable and costly job. It comes before and after a hard day's work.

There is now a better way of milking—the De Laval Milker. Today more than half a million cows are milked the De Laval Way—and the number is increasing so rapidly that hand milking will soon be as old-fashioned as harvesting grain with a cradle.

The De Laval does a better job in much less time, and because of its gentle and stimulating action almost invariably enables cows to produce more milk. It is easy to wash and keep clean, and therefore produces cleaner milk.



**\$175**  
 and up  
 for  
 De Laval  
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 Outfits

See Your  
 De Laval  
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**De Laval Milker**  
*The Better Way of Milking*

**De Laval Cream Separator**



The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

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 New York, 165 Broadway  
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 Send catalog checked — Milker ☐ Separator ☐  
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 State \_\_\_\_\_  
 No. Cows \_\_\_\_\_

INTER-STATE MILK PRODUCERS' ASSOCIATION  
 RECEIVING STATION PRICES in effect September 1st, 1926.  
 Subject to change whenever warranted by market conditions.

These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

This price list is issued with the understanding it is not to producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (46½ quarts) of all milk purchased from any producer at price listed hereon.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred pounds (46½ quarts) of all milk bought from members of said association.

(3) To the Philadelphia Inter-State Dairy Council 2¢ per hundred pounds (46½ quarts) of all milk bought from other producers at prices listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets and for an educational campaign advertising the food value of dairy products.

July basic 110 per cent of established basic quantity  
 Aug. " 110 " " " " " "  
 Sept. " 115 " " " " " "

There is no Class 2 surplus for August.

Basic price September 1		August surplus price.	
miles	Basic Quantity Freight rates per 100 lbs.	Price 3% milk. per 100 lbs.	Test per 100#
1 to 10	inc. .268	\$2.44	3.
11 to 20	" .283	2.45	3.05
21 to 30	" .303	2.41	3.1
31 to 40	" .313	2.40	3.15
41 to 50	" .333	2.38	3.2
51 to 60	" .343	2.37	3.25
61 to 70	" .364	2.34	3.3
71 to 80	" .374	2.33	3.35
81 to 90	" .389	2.32	3.4
91 to 100	" .399	2.31	3.45
101 to 110	" .414	2.29	3.5
111 to 120	" .424	2.28	3.55
121 to 130	" .434	2.27	3.6
131 to 140	" .450	2.26	3.65
141 to 150	" .460	2.25	3.7
151 to 160	" .475	2.23	3.75
161 to 170	" .480	2.22	3.8
171 to 180	" .490	2.21	3.85
181 to 190	" .505	2.20	3.9
191 to 200	" .510	2.20	3.95
201 to 210	" .520	2.19	4.
211 to 220	" .535	2.17	4.05
221 to 230	" .540	2.17	4.1
231 to 240	" .550	2.16	4.15
241 to 250	" .556	2.15	4.2
251 to 260	" .566	2.14	4.25
261 to 270	" .576	2.13	4.3
271 to 280	" .581	2.13	4.35
281 to 290	" .596	2.11	4.4
291 to 300	" .600	2.11	4.45
			4.5
			4.55
			4.6
			4.65
			4.7
			4.75
			4.8
			4.85
			4.9
			4.95
			5.

By order of the Board of Directors

Ninth floor West.



INTER-STATE MILK PRODUCERS' ASSOCIATION  
PHILADELPHIA PRICES in effect September 1st, 1926.

This price list is issued with the understanding that it is not to the producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments.

(2) To the Inter-State Milk Producers' Association 2¢ per hundred pounds (46 $\frac{1}{2}$  quarts) of all milk bought from members of said association.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets and for an educational campaign advertising the food value of dairy products.

Sept. 115  
There is no Class 2 surplus for August.

By order of the Board of Directors

Secretary.

# Milk Produce

STATE MILK PRODUCERS ASSOCIATION, Inc.

WEST CHESTER, PA., AND PHILADELPHIA, PA., SEPTEMBER, 1926

NUMBER 5

# THE SESQUI CENTENNIAL NOW IN FULL DISPLAY

## LIVESTOCK AND DAIRY EXHIBIT A FEATURE

The exposition reflects not only the place at which the United States has arrived in modern civilization but also offers opportunity for a survey of the industrial and cultured attainments of a number of other nations.

There are many special buildings erected by foreign governments and groups of industries particularly adapted to display of products.

## BASIC AND SURPLUS PLAN REVISED

As had been previously announced in

2. That a new shipper who had started in business subsequent to January 1, 1926, and prior to September 16, 1926, be paid basic quantity price for 85% of his production during October, November and December of 1926 and that 85% of the average of October, November and December 1926, be considered as his basis of payment, but that he be allowed a full basic amount established during



The number and variety of exhibitors may be inferred from the titles of the main exhibition buildings. The Palace of Liberal Arts and Manufacture, 962 feet long and 392 feet wide and an acre of seven and three quarters acres, the Palace of Agriculture, Wood, Civic and Foreign Exhibits, 970 feet by 460 feet, eight and one half acres in area; the Government, Machinery, Mining, Metallurgy and Transportation Palace, 880 feet by 400 feet, seven and one half acres in area; the Palace of Education and Social Economy, 524 feet by 208 feet, two and one half acres in area, showing the advances in education and social economy. In this building is the exhibit of the Philadelphia Inter-State Dairy Council. The Pennsylvania State Build-

At the southern end of the Exposition grounds where they join those of League Island Navy Yard, is the huge building that contains the immense exhibit of the United States Government and portrays also machinery, mining, metallurgical and transportation exhibits. The govern-

### Provisions for New Shippers

The following plans were established by agreement with the cooperating buyers for the establishment of basic quantities under the Philadelphia Selling Plan, when shippers have not established a Basic Quantity in 1925.

1. That every new shipper starting after October 1, 1925 and previous to

In addition to the above plan in individual cases requiring adjustment under various conditions will be considered individually and, if possible, a satisfactory adjustment arrived at.

## What the New Plan Proposes

It is believed that this new arrangement will be helpful in stabilizing the advance in price to our members. It is hoped that the producers will co-operate by producing in accordance with the consumptive demand for fluid milk and cream. Market conditions will, in the future, govern the situation as heretofore.

(Continued on page 6)



# THE KING VENTILATION SYSTEM

E. GRANT LANTZ, Department of Farm Machinery, Pennsylvania State College

Ventilation of dairy barns in its present development is based upon the experiments of the late Professor F. H. King, of the Wisconsin Experiment Station. Some changes and adaptations of the original recommendations have been made but in general all the farm building ventilation systems as sold under the various trade names may be considered under the King classification.

The essentials of this system are the fresh-air flues entering the stable at the ceiling line and the foul-air outlets beginning near the floor and terminating in a metal ventilator on the ridge of the roof. The two types of the system are shown in figures Nos. 1 and 2.

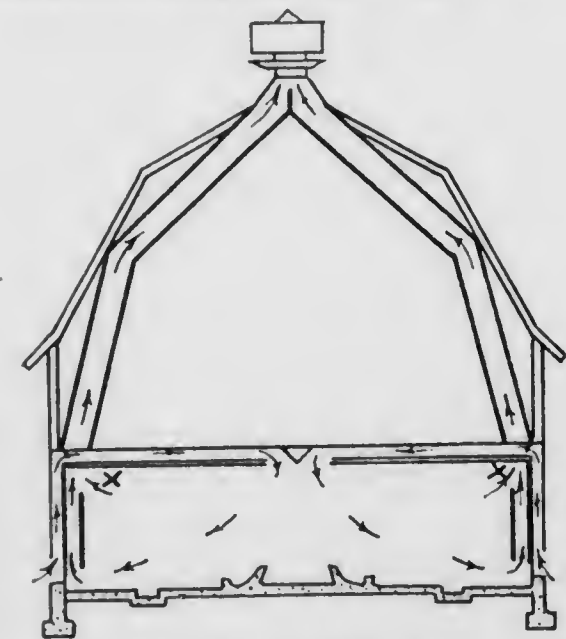


Fig. 1—King System of Ventilation. Cows Facing Inward

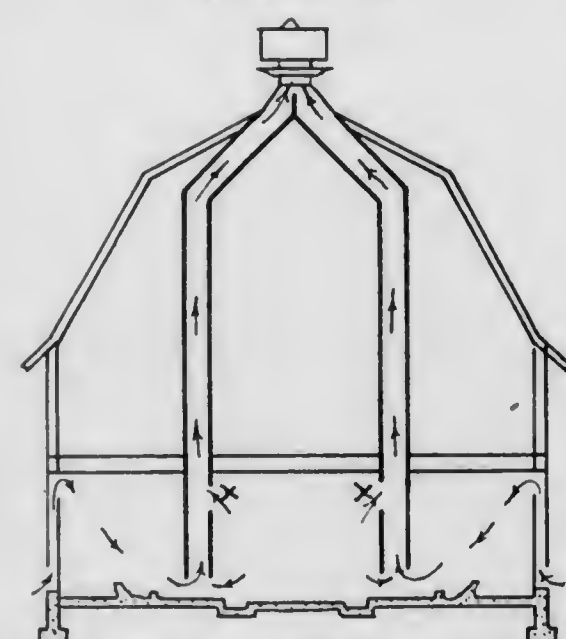


Fig. 2—King System of Ventilation. Cows Facing Outward

Placing the intakes at the ceiling and the outlets at the floor is based on the theory that the fresh-air will pass from the intake past the head of the cow, down to the floor, pick up the stable odors and be exhausted through the intake flues. How far this control of air currents may be carried is a matter of some question and no adequate in-

formation is at hand to prove the accomplishment of this ideal.

Circulation of the air within the stable due to cracks in the walls, ceilings, doors and windows tends to balance the temperature of the air at the ceiling and floor during cold weather when a large temperature difference is maintained but when the difference between the inside and outside temperature falls to a few degrees the blanket of air at the ceiling becomes overheated, full of odors and not suitable for breathing and should be removed. A second outlet register is placed in the foul-air flues to make this possible, shown by letter "X" in figures Nos. 1 and 2.

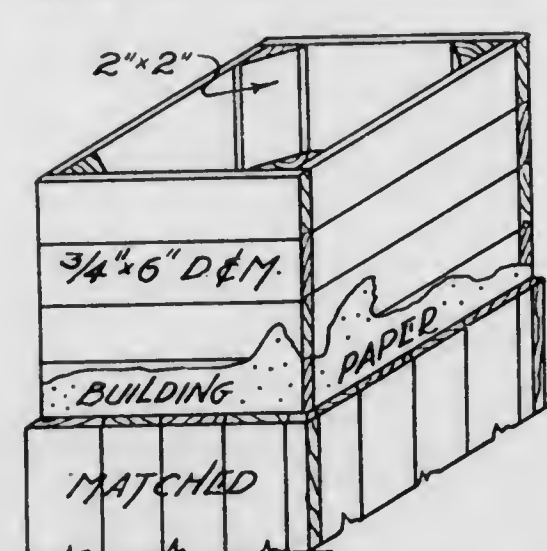


Fig. 3—Construction of Outtake Flue

As stated in last month's article the outtake flues should be designed to remove from the stable from 3,400 to 3,500 cubic feet of air per cow, per hour. This refers to the size only but they should also be designed to prevent condensation by the cold air outside the flue removing the moisture from the warm air which is being exhausted. The flues may be constructed of either wood or metal and both are equally satisfactory if properly insulated. The metal flues are furnished by commercial companies and the wood flues are usually built by a local contractor or by the farmer. Remembering that the rise of the air is based on temperature difference it is desirable to preserve as much of this heat as possible. The flues may be constructed as shown in figure 3 or an air space may be provided between the two board lining by inserting a series of 1" x 2" battens as nailing stock and functioning to hold the materials this distance apart. Unless the air spaces are sealed every five feet so that circulation is prevented the value of this installation is questionable and until suitable experiments prove the insulating

value it is well to use the simple construction as shown.

Figures Nos. 1 and 2 show that the outtake flues are installed in pairs, both opening into the same ventilator. The capacity of the outtake flues is decreased by any change in direction and its loss in capacity must be compensated for by an increase in the size or number of outtake flues.

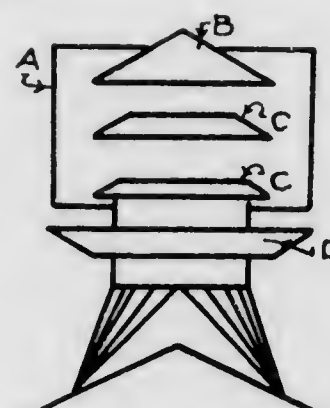


Fig. 4—Cross Section of Ventilator

The metal ventilator is a vital part of the ventilating system and not a decoration and should not be treated as such. There are certain definite duties which it must perform if its use is to be justified. The capacity of the ventilator for removing air should be determined by adequate tests and not made a matter of conjecture. The ventilator should, first, be able to exhaust the amount of air the flues are designed to carry; second, be able to utilize the vacuum created by the wind passing over the top of the ventilator to draw air from the stable; third, be able to prevent as far as possible any back draft; and fourth, be able to prevent rain and snow from blowing into the flues and wetting either the

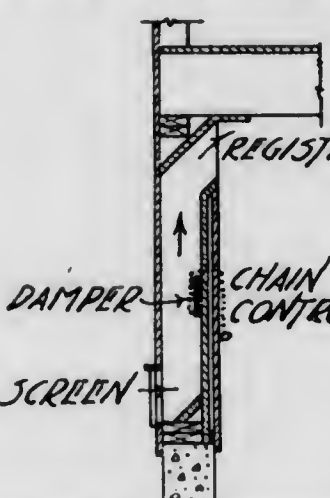


Fig. 5—Intake Flue Construction. Cows Facing Inward

boards of which the flue is constructed or the floor of the stable. Figure 4 shows the cross section of a well designed ventilator. "A" is a broad band of metal to utilize the velocity of the wind to create suction in the flue. "B" is a cone shaped cap to exclude rain and

snow. "C and C" show louvers to assist in the exclusion of rain and snow and to prevent back draft in the outtake flues. "D" is a wind baffle to deflect the air currents formed by the wind blowing against pitched roofs.

Exhausting the impure air is of no more importance than the admission of an adequate supply of pure air. Leakage through cracks in the walls and around the doors and windows will supply some fresh air but the main supply should be admitted through intakes which may be controlled to regulate the amount of cold air which may enter the barn and consequently in part regulate the stable temperature. Figures 5 and 6 show the usual type intake used with the King system. The vertical section of the flue prevents the wind blowing directly into this barn and producing drafts. Several commercial companies furnish a special intake to take the place of the vertical section and the inlet flue

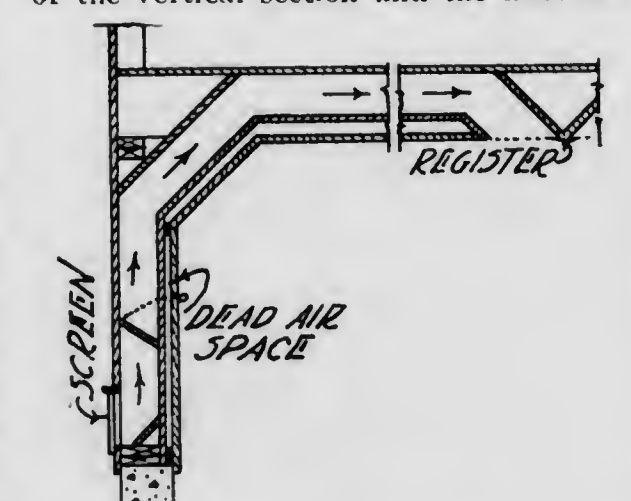


Fig. 6—Intake Flue Construction. Cows Facing Outward

consists only of the horizontal section near the ceiling or between the joists. In either case there must be a damper to regulate the intake opening. There is a serious problem of back drafting on the leeward side of the barn if the wind velocity equals or is above 6 miles per hour.

This system has many merits but the cost of installation prevents many farmers from obtaining the advantages of a ventilation system. Ventilation theories have been changed in detail during the past year and it is probable that the new results will be soon applied to farm buildings as well as schools and offices. A progressive science is again moving forward.

The article next month will be on the Rutherford System which is very popular in Canada and may soon be changed so as to be suitable for all Pennsylvania conditions.

## COWS DECREASING IN N. J. BUT MAKING MORE MILK

A marked increase in the efficiency of New Jersey dairy farming is indicated in advanced reports from the special agricultural census taken in 1925.

Although the number of dairy cows has fallen in the period between 1920 and 1925 from 130,500 to 122,800, a decrease of 7,700 animals, the output of milk has increased 6,000,000 gallons. In 1920 the production was 70,000,000 gallons, whereas in 1925 it was 76,000,000.

Elimination of scrub cows on many farms and more careful feeding and breeding of the remaining good cows

are largely responsible for the increased efficiency, in the opinion of dairy authorities at the State College of Agriculture, New Brunswick.

Investigation on many farms has shown that animals giving 2,000 quarts of milk or less a year hardly pay for their feed. Ordinarily they eat almost as much feed and require practically as much care as high grade animals giving 4,000 to 8,000 quarts of milk a year. For this reason college authorities have for years been urging dairymen to keep only the animals that give two to four

times as much milk without running up the feed bill to any appreciable extent.

Numerous coveeting associations have been organized throughout the State for the purpose of assisting in this elimination, and it is pointed out as significant by the college that the average profits of members of these associations is considerably higher than that of the non-members.

Coincident with the increase in output per cow has been an improvement in the quality of the milk sold. This is considered by the foremost dairymen

of the state as highly important in expanding the market for milk. By increasing the per capita consumption of the product as recommended by health authorities, physicians, and dietitians, it is hoped that the occasional depressions in the milk market will be avoided.

Economists hold the opinion that as the public becomes more discriminating in the quality of milk it accepts, dairy farmers will find it increasingly necessary to clear their herds of poor cows in order to offset rising cost of handling milk in a clean and sanitary manner.

## EASTERN SHORE DAIRY RALLY UNFAVORABLE WEATHER RESTRICTS PROGRAM

In spite of unfavorable weather more than two thousand people gathered at "My Lord's Gift Farm", near Queens town for the annual Queen Annes County Farm Bureau picnic and Eastern Shore Dairy Rally on August 18.

Automobiles continued to assemble all day undaunted by pouring rain. "My Lord's Gift" is one of the many beautiful farms in Maryland, and perhaps one of the oldest. The picturesque farm house, surrounded by a grove of large trees, overlooked the Chesapeake Bay.

Weather conditions made it impossible to carry out the morning's program of cattle judging contests for the men and boys. Prof. Charles Henderson of the University of West Virginia was there to act as judge, and would also have given a demonstration of cattle judging. With the exception of this event the entire program was given although at times it was necessary to raise umbrellas to protect the audience which gathered around the speakers.

James P. Boyles, President of the Queen Annes County Farm Bureau presided. In a brief address he thanked the many for their interest and loyalty.

The first speaker was H. D. Allebach, President of the Inter-State Milk Producers' Association.

Mr. Allebach outlined very briefly the

recently arranged price arrangement of the Inter-State Milk Producers' Association, explaining in detail its provisions with regard to the establishment of basic quantities for 1925 and 1926 and its effect on the price arrangements of various groups of producers. Mr. Allebach stated that, in his opinion, this new arrangement was the most important step that had been taken by the Association in the past five years to improve and stabilize the market for its members.

He reviewed briefly the marketing experience of the Association, pointing out the effect on production of various price changes in the past, showing the wonderfully effective stabilization of the so-called Philadelphia Selling Plan which had been adopted by the Association in December, 1919. He pointed out that the farmer who endeavored to so govern his dairy as to produce a uniform supply throughout the year and to produce his fair proportion of the milk which the market demanded year in and year out, was entitled to the additional protection afforded by the new arrangement. At the same time he further pointed out in detail the reasons why the new arrangements would not work a hardship on the farmer who had recently started or was about to start in the dairy business.

The next address was by Charles W. Holman, Secretary of the National Federation of Milk Marketing Organization and Washington Representative of all United States Dairying interests.

Mr. Holman spoke on the subject of national legislation for the dairyman. In the course of his remarks, which were much abbreviated because of the weather, he took occasion to pay tribute to the loyalty and co-operation of the members of the Inter-State Milk Producers' Association and of the help which that Association had been to the National Federation in its work in a national way for the American milk producer. He stated that, in his opinion, the greatest help would come to the American farmer in the future through clearing the way for him to help himself and that, for this reason, the National Federation of milk producers was working particularly on behalf of such legislation as the recently enacted co-operative marketing bill and the so-called Taber Bill which would regulate the importation of milk and cream into the United States and provided that none should be imported unless it is produced under sanitary conditions equally severe with those imposed by the average American city on its own milk supply.

Mr. Holman reviewed very briefly the

accomplishments of the National Co-operative Milk Producers' Federation since its inception approximately ten years ago and stated that, in his opinion, its present position of influence was due to the fact that its member organizations had been built on sound economic principles and that the activities of these member organizations had been guided by boards of directors who were imbued with high ideals and rare judgment.

The crowds around the Dairy Council booth demonstrated the popularity of the thousands of milk shakes which were given away as rapidly as they could be made by girls in white uniforms, members of the Nutrition Department of the Interstate Dairy Council. The milk for this purpose was donated by Harbison's Dairies, from Tuberculin tested cows.

The successful organizing of this rally was largely due to the work of four men; County Agent E. W. Grubb; J. W. Keith, Director of Inter-State Milk Producers' Association; Clayton Reynolds, local fieldman of the same organization; and C. A. Bishop of the Interstate Dairy Council.

The reputation of Southern hospitality was fully maintained on this rally, and made it a memorable occasion for all

## THE TWENTIETH ANNUAL NATIONAL DAIRY EXPOSITION DETROIT, MICHIGAN, OCTOBER 6-13

The Twentieth Annual National Dairy Exposition will be held on the Michigan State fair grounds, Detroit, October 6 to 13, 1926, under the direction of the National Dairy Association.

The National Dairy Association is comprised of representatives from every branch of the dairy industry. The association was founded at Chicago in 1905.

Although this is the twentieth annual exposition, it is the first time it has been held in Michigan. The first show was held in Chicago in 1906. All told, it has been staged in Chicago ten times; Milwaukee, twice; Springfield, Mass., once; Columbus, Ohio, twice; St. Paul-Minneapolis, twice; Syracuse, N. Y., once; Indianapolis, once.

The exposition is an educational institution and has a real purpose. It is a great force in the improvement of American agriculture. How farmers may increase their incomes with high

producing cows, with less labor through the use of time-saving equipment and machinery, and farm homes modernized by the purchase of up-to-date appliances and conveniences made possible by increased incomes, will be the direct aim of the exposition this year.

Educational exhibits will be made by the United States Department of Agriculture and the agricultural colleges of many states.

Calves owned by boys' and girls' calf clubs and grade cows from cow-testing associations will be shown. Teams of students from twenty-five agricultural colleges will compete in judging contests of cattle and dairy products. Teams of farmers from many states will be entered in a dairy judging contest.

The second annual food show will be held under the personal direction of Dr. E. V. McCollum, Johns Hopkins University, Baltimore, Md. Dr. McCollum is a recognized authority on nutrition. The importance of dairy

products and their relation to other foods in the diet will be stressed.

Another feature of the show will be the Farm Women's Division. This event is sponsored by the American Farm Bureau Federation and will be in charge of Mrs. Edith Wagar, Carleton, Mich. Its purpose is to teach farm women the importance of efficient producing cows, how home conditions may be improved thereby, and the cares of life lessened.

There will be an exhibit of home appliances in charge of trained women. Farm women will be shown how better dairy herds will make possible the purchase of these appliances in a short time from the increased income.

The different organizations connected with the association will hold their meetings during the week. Conferences and dinners of cattle clubs and breeders' organizations will be held on dates to be announced later.

The American Dairy Science association will convene at the Book-Cadillac

Hotel, October 8 and 9; the National County Agents at the state fair grounds, October 7 and 8; the American Dairy Federation at the Book-Cadillac, October 9; the National Dairy Union on October 9; the International Milk Dealers' Association at the Book-Cadillac, October 6 to 8; and the National Association of Ice Cream Manufacturers at the Hotel Statler, October 11 to 14.

The Dairy Industries Exposition will be held at Convention Hall, October 6 to 14, and is open to the trade only.

Besides these features, the city of Detroit offers an exposition in itself. An opportunity will be had to visit the automobile center of the world and the mammoth plants and factories connected with the industry.

Ample hotel facilities are available at reasonable rates, though people are advised to make their reservations early. Auto tours are being arranged in some states. Reduced rates will be in effect on all railroads.

## FARM BUTTER IN PENNA. PRODUCTION IS RAPIDLY DECREASING

The production of butter on Pennsylvania farms in 1925 was not much more than one-third of the amount made on farms 45 years ago. There has been a decrease of almost 50,000,000 pounds, or 63 per cent., compared with the production in 1879.

The average production of butter per farm in 1879 was 372 pounds; 1889, 363 pounds; 1899, 331 pounds; 1909, 280 pounds; 1919, 190 pounds and last year, 147 pounds.

While farm-butter-making has shown a steady decline, the actual production of milk for market, either as whole milk, condensed or evaporated, has been in-

creasing continually. Wholesomeness and quality of milk have likewise improved with better methods and more sanitary equipment.

"A study of the farm butter data throws an interesting light on the changed methods of utilizing dairy products," says John M. McKee, deputy secretary of the Pennsylvania Department of Agriculture. "In practically no case where the reduction of butter is shown, has there been a material dropping off in the amount of milk or butter fat produced. Instead of marketing the product as butter it has been utilized in some other form which the farmer and distributor found more profitable.

The greatest reduction took place in

1909 and 1919. This was the time of very rapid expansion in the manufacture of condensed and evaporated milk. In 1909, twenty-six million pounds were condensed, and in 1919, ninety-nine million pounds. In 1914, seven million pounds were evaporated, and in 1919, ninety-five million pounds. These plants were established in more remote sections which were not in a position to sell whole milk.

Large quantities of butter fat are now consumed in ice cream making throughout the entire year, particularly in the summer months. With the growth in population and improved methods of transporting milk, the greater portion of Pennsylvania has become a source from

which to draw whole milk for Pittsburgh, Philadelphia, New York and many smaller markets."

Statistics compiled by the Bureau of Statistics of the Pennsylvania Department of Agriculture give county and state data on farm butter production for the census years since 1879 and compared them with the 1925 estimates of production and value. York, Lancaster, Washington, Butler and Indiana counties respectively lead in total production, each producing one million or more pounds. In average production per farm, Bedford, Greene, Washington, Indiana, Jefferson and Butler lead, in order, each with 240 or more pounds per farm.



## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

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### Editorial



This issue of the Milk Producers' Review has been somewhat delayed in order that full details of the conference with the buyers of milk, held September 8th, might be transmitted to the membership in detail.

On the first page of this issue of the "Review" is outlined the completed program of the new Philadelphia Selling Plan and its relation to shippers who have already established a "basic quantity" and those who begin shipping during the various periods in the present and coming year.

This revised selling plan, it is believed, will supply sufficient for the public demand and at the same time so stabilize production as to enable the maintenance of the new price levels.

Any great increase of production, however, will no doubt result in an excess above market demands and such an increase will undoubtedly lead, not only to a less favorable selling arrangement but to a reduction in price as well.

The maintenance of an average supply of clean, safe milk will hold the market on a stable basis.

It is evident that consumers are appreciating the increasingly high standards of sanitation and quality of the milk produced by our members.

The value of the farmers dollar, as established by the United States Department of Agriculture, has declined to 87 cents within the last few months, as compared to 89 cents the 1925 peak.

"In 1921 the purchasing power of the farm dollar was 69 cents, as compared with the purchasing power of the dollar of other industries. By 1924 the value of the farm dollar had climbed to 74 cents and in 1925 had increased to 89 cents.

Secretary of Agriculture Jardine, in a recent address advocated Government aid to cooperative marketing organizations. "He advocated government assistance in financing crops and buildings through advancing to farmers on crop marketing cooperatively. This plan, he said, would aid in eliminating the peak and fall of the market."

More grain than usual must be used in the late spring and summer ration of the milking cows, says the state college of agriculture at Ithaca, New York. Poor pastures are responsible for this condition and the backward spring is in turn responsible for the poor pastures. The cows should be kept in good physical condition, and it will take grain to do it, according to animal husbandry men at the college.

### Report of the Quality Control Department of the Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department for the month of July, 1926.

No. Farm Inspections ..... 2,439  
No. Sediment Tests ..... 2,308  
No. Meetings Held ..... 7  
Total Attendance ..... 881  
No. Reels Movies Shown ..... 14  
Miles Traveled ..... 18,780  
No. Man Days—Fairs and Ex. .... 3

No. Temp. permits issued up to July 31, 1926—7,987.

No. Perm. permits issued up to July 31, 1926—7,989

To date 56,161 farm inspections have been made.

Investigators have found that to run a tractor nine hours one hour should be spent in caring for it. Oiling, greasing, re-fueling, and the like, take the time.

Grain fed to cows that are on pasture now helps fill the milk pail next winter.

## TENTH ANNUAL MEETING OF THE INTER-STATE MILK PRODUCERS ASSOCIATION

TO BE HELD IN THE

BENJAMIN FRANKLIN HOTEL  
PHILADELPHIA, PA.

NOVEMBER 22ND AND 23RD

THE MEMBERSHIP AT LARGE  
IS INVITED

EVERY INTER-STATE LOCAL SHOULD SEND  
ACCREDITED DELEGATES

ANNUAL BANQUET, NOVEMBER 22ND, 1926

SPECIAL ENTERTAINMENT FOR THE LADIES

### STATE INSTITUTION HERDS KEPT UNDER SUPERVISION

Keeping the herds and flocks free of transmissible diseases at the 14 different State institutions in Pennsylvania is one of the tasks of the Bureau of Animal Industry, State Department of Agriculture. In most cases, the dairy herds number from 100 to 300 animals. All of the herds are operating under the accredited herd plan for the prevention of bovine tuberculosis. The majority of the herds are also operating under the Pennsylvania plan for the prevention and eradication of infectious abortion.

The swine herds are under supervision for hog cholera and parasitic diseases, and the poultry flocks for transmissible diseases and parasitic infestations.

The excellent results which have been secured in keeping the herds and flocks of the State institutions in a healthy condition is due to the fine co-operation of the various institution officials with the veterinarians of the Bureau of Animal Industry, states Dr. T. E. Munce, Director.

### FARM RADIOS IN PENNSYLVANIA SHOW LARGE INCREASE

An increasing of almost 8,000 in the number of radios on farms in Pennsylvania since 1924 is indicated by recent statistics. The triennial census taken during the latter part of 1924 showed 10,378 farm radios, while the recent estimate indicates an increase to 18,432.

The radio has become an important factor in improving both the economic and social conditions in the country and is rapidly becoming a farm fixture quite as welcome as the telephone and the automobile, states F. P. Willis, Secretary of Agriculture. These facts are borne out by a recent survey made by the Department in which farmers manifested a great interest in radio market reports, weather reports and educational talks on farming. Another significant point revealed by the survey is that on a large percent of the farms radios are equipped with loud speakers so that the entire family can enjoy the programs.

### MARKET CONDITIONS

Consumption of fluid milk during August was, as usual, influenced by the vacation season. Usually consumption is at its lightest during this particular summer month.

Current supplies of direct shipped milk at the principal city railway platforms have varied greatly during the past month both in volume and daily price fluctuation.

Production throughout the territory has however, not been in excess of consumption. At times excessive hot weather has reduced production and increased consumption while at other times during the month rains have had contrary effects.

There has been no change in the association price for basic milk during the month of August. Grade B market milk (Basic Quantity) delivered f. o. b. Philadelphia, three per cent. butter fat content, is quoted at \$2.94 per hundred pounds or 6.3 cents per quart. The price for milk of the same grade and butterfat content, delivered at receiving stations in the 51 to 60 mile zone, was \$2.37 per hundred pounds.

The price for surplus milk at all receiving stations for August, three per cent. butterfat content, Class I was \$1.56 per hundred pounds. The price of surplus milk, f. o. b. Philadelphia, three per cent. butterfat content, for August was \$2.14 per hundred pounds, or 4.6 cents per quart. There was no second surplus milk in August, all milk in excess of the Basic Quantity being classed as of Class I.

During August cooperating buyers will pay basic prices for 110 per cent of the established basic quantity. In September 115 per cent of the established basic quantity will be paid for at the basic quantity price.

Reports from all over the territory indicate that the cost of labor on farms is excessively high and the supply limited.

### Feeds

Generally speaking the feed markets have been somewhat irregular. Early in the month the market was dull and the demand light. As the month advanced however, the market became stronger. Wheat feeds ruled nominally higher. Mill feeds ruled inactive with little change in prices. Cottonseed meal was irregular. Linseed meal was draggy. corn feeds were dull, alfalfa meals ruled easy.

### August Butter Prices

There has been almost a steady upward trend in butter prices during the month of August. Quotations for 92 score, solid packed butter, New York City, opened the month at about 40½ cents, but lacked strength.

The tendency after the first week, however, was better and price quotations gradually advanced to 41½, 42, 42½ and 43 cents, where the market stood at the close of the month.

The general tendency of the market has been from steady to firm. The release of the August Cold Storage on August 12th showed total United States holdings of butter amounting to 131,109,000 pounds, compared with 109,075,000 pounds on August 1st, 1925, added to the firmness of the market. While this surplus of 22,030,000 pounds is quite large, it is considerably lighter than earlier estimates made by many operators and which varied from 24 to 28 million pounds.

The average price of 92 score solid packed butter, New York City, on which the surplus price of milk for August was based, was 414 cents per pound.

## LATEST MARKET PRICES

PHILADELPHIA SELLING PLAN  
The basic and surplus provisions of the Philadelphia Selling Plan again became effective with January, 1926. The basic quantity is represented by the average monthly shipment of milk during October, November and December, 1925.

Beginning with January, milk will be paid for by cooperating dealers, on the basic and surplus plan. Milk shipped in excess of the basic quantity and equal to it in amount, will be paid for on the average New York, 92 score butter, solid pack, price for the month, plus 20 per cent.

These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is net to the producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at price listed hereon.  
(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.  
(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

### AUGUST BASIC PRICE

F. O. B. Philadelphia

GRADE B MARKET MILK

Prices quoted subject to market conditions.  
Test per cent. Basic Quantity per 100 lb. Price per qt.

3.05	2.96	6.3
3.05	2.96	6.35
3.1	2.98	6.4
3.15	3.00	6.45
3.2	3.02	6.5
3.25	3.04	6.55
3.3	3.06	6.6
3.35	3.08	6.65
3.4	3.10	6.7
3.45	3.12	6.75
3.5	3.14	6.8
3.55	3.16	6.85
3.6	3.18	6.9
3.65	3.20	6.95
3.7	3.22	7.0
3.75	3.24	7.05
3.8	3.26	7.1
3.85	3.28	7.15
3.9	3.30	7.2
3.95	3.32	7.25
4.0	3.34	7.3
4.05	3.36	7.35
4.1	3.38	7.4
4.15	3.40	7.45
4.2	3.42	7.5
4.25	3.44	7.55
4.3	3.46	7.6
4.35	3.48	7.65
4.4	3.50	7.7
4.45	3.52	7.75
4.5	3.54	7.8
4.55	3.56	7.85
4.6	3.58	7.9
4.65	3.60	7.95
4.7	3.62	8.0
4.75	3.64	8.05
4.8	3.66	8.1
4.85	3.68	8.15
4.9	3.70	8.2
4.95	3.72	8.25
5.0	3.74	8.3

When milk is not tested the price f. o. b. Philadelphia is 7½ cents per quart.

### AUGUST SURPLUS PRICE

F. O. B. Philadelphia

Class I Milk

3.05	2.16	4.6
3.1	2.18	4.65
3.15	2.20	4.7
3.2	2.22	4.75
3.25	2.24	4.8
3.3	2.26	4.85
3.35	2.28	4.9
3.4	2.30	4.95
3.45	2.32	5.0
3.5	2.34	5.05
3.55	2.36	5.1
3.6	2.38	5.15
3.65	2.40	5.2
3.7	2.42	5.25
3.75	2.44	5.3
3.8	2.46	5.35
3.85	2.48	5.4
3.9	2.50	5.45
3.95	2.52	5.5
4.0	2.54	5.55
4.05	2.56	5.6
4.1	2.58	5.65
4.15	2.60	5.7
4.2	2.62	5.75
4.25	2.64	5.8
4.3	2.66	5.85
4.35	2.68	5.9
4.4	2.70	5.95
4.45	2.72	6.0
4.5	2.74	6.05
4.55	2.76	6.1
4.6	2.78	6.15
4.65	2.80	6.2
4.7	2.82	6.25
4.75	2.84	6.3
4.8	2.86	
4.85	2.88	
4.9	2.90	
4.95	2.92	
5.0	2.94	

### SURPLUS PRICES

Monthly Surplus Prices

4% milk at all receiving stations	1926	1925
January	2.15	1.79
February	2.18	1.77
March	2.04	1.69
April	1.87	1.55
May	1.92	1.59
June	1.95	1.62
July	1.92	1.59
August	1.90	1.56

### AUGUST BASIC PRICE

Country Receiving Stations

GRADE B MARKET MILK

Prices quoted subject to market conditions. Quotations are at railroad points. Inland stations carry differentials subject to local arrangements.

Prices are less freight and receiving station charges.

3.05	2.96	6.3
3.05	2.96	6.35
3.1	2.98	6.4
3.15	3.00	6.45
3.2	3.02	6.5
3.25	3.04	6.55
3.3	3.06	6.6
3.35	3.08	6.65
3.4	3.10	6.7
3.45	3.12	6.75
3.5	3.14	6.8
3.55	3.16	6.85
3.6	3.18	6.9
3.65	3.20	6.95
3.7	3.22	7.0
3.75	3.24	7.05
3.8	3.26	7.1
3.85	3.28	7.15
3.9	3.30	7.2
3.95	3.32	7.25
4.0	3.34	7.3
4.05	3.36	7.35
4.1	3.38	7.4
4.15	3.40	7.45
4.2	3.42	7.5
4.25	3.44	7.55
4.3	3.46	7.6
4.35	3.48	7.65
4.4	3.50	7.7
4.45	3.52	7.75
4.5	3.54	7.8
4.55	3.56	7.85
4.6	3.58	7.9
4.65	3.60	7.95
4.7	3.62	8.0
4.75	3.64	8.05
4.8	3.66	8.1
4.85	3.68	8.15
4.9	3.70	8.2
4.95	3.72	8.25
5.0	3.74	8.3

### AUGUST SURPLUS PRICE

At All Receiving Stations

Class I Milk

3.05	2.16	4.6
3.1	2.18	4.65
3.15	2.20	4.7
3.2	2.22	4.75
3.25	2.24	4.8
3.3	2.26	4.85
3.35	2.28	4.9
3.4	2.30	4.95
3.45	2.32	5.0
3.5	2.34	5.05
3.55	2.36	5.1
3.6	2.38	5.15
3.65	2.40	5.2
3.7	2.42	5.25
3.75	2.44	5.3
3.8	2.46	5.35
3.85	2.48	5.4
3.9	2.50	5.45
3.95	2.52	5.5
4.0	2.54	5.55
4.05	2.56	5.6
4.1	2.58	5.65
4.15	2.60	5.7
4.2	2.62	5.75
4.25	2.64	5.8
4.3	2.66	5.85
4.35	2.68	5.9
4.4	2.70	5.95
4.45	2.72	6.0
4.5	2.74	6.05
4.55	2.76	6.1
4.6	2.78	6.15
4.65	2.80	6.2
4.7	2.82	6.25
4.75	2.84	6.3
4.8	2.86	
4.85	2.88	
4.9	2.90	
4.95	2.92	
5.0	2.94	

### MONTHLY BASIC PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3% butterfat.

Receiving	26	43 1/2	40 3/4
station 50 mile zone per cwt.	27	44	41
quart Phila.	28	44	42

### SEPTEMBER PRICES

The price on which milk will be sold during the first fifteen days of September will be the same as that quoted for August.

The price paid for the period September 16th to 30th will be at the newly established basis, 35 cents per hundred pounds F. O. B. Philadelphia in advance of the former price, as quoted above. All surplus milk is rated as Class I and will be paid for at the Class I price.

### BASIC PRICE

Effective September 16th

F. O. B. Philadelphia



## Make Us Prove Our Guarantee!

We have made this statement for many years. International Special Dairy Feed will increase milk production at least 20-quarts per sack over any unbalanced ration now being used.

That's a broad statement to make. But we go farther. We also say that if it doesn't deliver the 20-extra quarts per sack you get our bank check for the difference. If you are using home grown grains or other unbalanced rations you can qualify for this all-in-your-favor offer.

### Always A Reason

There's no mystery about International Special Dairy Feed. The reason for the unfailing success of this great feed lies in the special blending process. Only the choicest ingredients obtainable go into Special Dairy Feed. At regular intervals all through the day trained laboratory men test the feed as it goes through the various processes. No feed could be better than

## INTERNATIONAL SPECIAL DAIRY FEED FOR GREATER MILK PRODUCTION

We want you to try for those 20-extra quarts per sack at our expense. Have your local dealer deliver a trial ton. Feed it as a complete ration or mix with home grown grains according to directions on the sack. Then compare results. If it doesn't do as we guarantee we pay you the difference between what you get and the 20-extra quarts per sack we guarantee. That's a fair proposition isn't it?

If you do not know what dealer handles International Special Dairy Feed in your territory write us for his name. The quicker you act the sooner you get the extra milk profits.

International  
Sugar Feed Co.  
Minneapolis, Minn.

20 Extra Quarts  
From Every Sack  
—GUARANTEED!



Let Us Design Your  
Stationery

Pedigree Catalogs a  
Specialty

**Horace F. Temple**

Printer

Bel Phone No. 1 West Chester, Pa.

## THE SESQUI CENTENIAL NOW IN FULL OPERATION

(Continued from page 1)

ment has expended more than \$2,000,000 in its participation in the Exhibition. Exhibits demonstrate among other things, how the food, clothing and numerous other daily requirements of the citizens are effected by what it does to maintain, quality and quantity of production; marketing standards and

of many of the buildings of the state in the early days.

Ohio, Arkansas, Texas, North Carolina, Florida, California, and many of the individual states in the union are represented by separate buildings while others are located in the various exhibit buildings themselves. Many of the



New Jersey State Building

transportation facilities. Experts are in attendance to assist the visitor to the fullest understanding of what is so lavishly displayed for his inspection.

The Pennsylvania State Building. The most imposing of the buildings erected by states is that of the State of Pennsylvania. It is 332 feet by 226 feet. It is a marvel of beautiful architecture, embellished with sculptural groups in relief that symbolize the history and progress of the state and its activities. The front of the building is modern. The broad street facade comprises the two exhibition halls with gabled ends joined by tall colonnades. In each gable are immense niches sheltering heroic groups of sculpture representing "Industry" and "Agriculture," Pennsylvania's two major activities.

Pennsylvania national resources in forests, waters, minerals, fish and game are portrayed. Here are also shown 150 years of farming practice, farm homesteads with milk house, farm kitchens, wagon house, corn cribs and store house. An ox cart with equipment necessary for a farm 150 years ago contrasts with the equipment used on the modern farm. The development of transportation, improved highways and models portray the relation of the civic and industrial development in the state.

### New Jersey Building

The New Jersey Building is a representation of the Hessian Barracks at Trenton, N. J.

### Delaware Building

The State of Delaware is represented by a quaint colonial structure, recalling the early days of the republic and typical

countries are also represented in separate buildings.

Under the auspices of the Women's Board of the Exposition, a block of old High Street, as Market Street, in Philadelphia, was called in the Colonial days, has been reproduced with the dwelling of George Washington, Thomas Jefferson,



Delaware State Building

Benjamin Franklin and others identified with the founding of the Nation. Business centres, public buildings and places of religious worship, just as they were when the Liberty Bell proclaimed freedom throughout the land in 1776, are reproduced.

The new Stadium accommodating 100,000 is a wonder in itself. It is used for various displays as well as for sporting events, pageants and other outdoor gatherings.

### Live Stock Show

Many special events will be given in connection with the Sesqui Centennial. From September 12th to 19th, the exposition grounds will house a monster Live Stock Show. These will include exhibits of Horses, Beef Cattle, Dairy Cattle, Sheep, Swine, etc.

This show will be one of the outstanding exhibits of its kind. Virtually all of the leading breeds in the different classifications will be shown.

The show will be staged in an enclosure adjoining the Palace of Agriculture. The horse section has been divided into four divisions—the Percheron; Belgian; Clydesdale; Shire.

In the cattle divisions there are the Shorthorn; Hereford; Aberdeen-Angus; Polled Shorthorn; Holstein-Friesian; Jersey; Guernsey and Ayrshire.

The sheep divisions have recorded the following: Shropshire; Hampshire; Oxford; Cotswold; Lincoln; Southdown; Cheviot; Dorset Horn; Rambouillet and Merino.

In the swine divisions will be the following: Berkshire; Poland-China; Duroc-Jersey; Chester White; Hampshire and Spotted Poland-China.

### Poultry, Pigeon and Pet Stock Show

From October 25th to 30th, there will be staged a Poultry, Pigeon and Pet Stock Show, by the Northern Philadelphia Poultry Association. The show will be housed in the Sesqui Auditorium and will consist of both exhibition and

production classes. A utility class will also be a part of this show.

An outstanding attraction of the show will be the boys' and girls' club exhibit.

In addition to the exhibition features of the Sesqui Centennial, amusement features have been provided on the "Gladway" embracing eighty acres. Among these features are, Trips Through the Orient, Treasure Island, The Streets of Canton, The Battle of Gettysburg, Fire and Flames, Seaplanes and many other attractions.

to produce milk at the greatest profit, all the surplus corn would be taken up. If the feeders of cattle and hogs would finish their animals as they should, there would be an actual shortage of corn and it would greatly increase the consumption of meat by improving the quality. When we see the vast number of cattle, hogs and sheep that are coming into the market in a half-finished and half-fed condition, damaging both the market and the consumption of meat, we realize the importance of this matter.

With a proper use of corn as human

We should not get excited over the fact that we have quite a surplus of corn, for this has happened before and will happen again. We may find ourselves next year with a shortage of corn and the price may run so high that the stock feeder will find it difficult to buy corn and make a profit.

Corn is our greatest crop. It is the source of more wealth than any other single item, and its proper use should be thoroughly understood by all engaged in agriculture. A recent study in the use of the silo has shown conclusively that

## OUR SURPLUS CORN—A. L. Haecker

only a few states are properly using this well-known means of preserving the corn crop and putting it in the best condition for stock food. Based on states like Wisconsin, Michigan and Connecticut, which are using one silo for each thirty head of cattle, this country is in need of 1,500,000 more silos, which if put into use would not only save millions of dollars in the production of stock and stock products but would also absorb six hundred million bushels of corn.

If the dairy farmers of this country would give their cows the corn they need

production classes. A utility class will also be a part of this show.

With a proper use of corn as human

## MOST COOPERATIVES ARE INCORPORATED

Eighty-three per cent. of the farmers' cooperative associations in the United States are incorporated. Sixty-nine per cent. of the active associations are organized with capital stock; 86 per cent. of the associations handle the products of non-members as well as members; and 16 per cent. have their membership bound to them by marketing contracts. These figures are from a tabulation made of 10,000 associations made by the Division of Cooperative Marketing of the U. S. Department of Agriculture.

The percentage of associations incorporated, having capital stock, serving non-members, etc., varies widely in the different parts of the country. According to the reports received, 94 per cent. of the associations in the three Pacific Coast States are incorporated, and but 72 per cent. of the associations in the South Atlantic States, stretching from Delaware to Florida, are so organized. In the East North Central States 82 per cent. of the associations are incorporated; and in the West North Central, 84 per cent. Ninety-six per cent. of the California associations report being incorporated, as do 95 per cent. of the Oregon associations, 93 per cent. of those in New York, 84 per cent. in Iowa, 81 per cent. in Minnesota, and but 73 per cent. of the Missouri associations.

The percentage of the associations which report being organized with capital stock in the several geographic divisions, are as follows: New England States, 84 per cent.; West North Central, 76 per cent.; Mountain, 71; East North Central, 69; Pacific, 63; West South Central, 59; South Atlantic, 40; Middle Atlantic, 35; East South Central, 34.

In the West North Central States, 92 per cent. of the farmers' associations handle business for non-members, while in the East South Central States but 64 per cent. of the associations serve others than their members. The percentages which serve non-members for a few of the leading cooperative states are: North Dakota, 97 per cent.; Kansas, 96; Nebraska, 96; Ohio, 95; Minnesota, 94; Missouri, 93; Washington, 77; Pennsylvania, 75; New York, 58; and California, 41.

Marketing contracts seem to be most popular with associations in the Pacific Coast States. In California, 74 per cent. of the associations employ contracts; in Washington, 53 per cent.; and in Oregon, 37 per cent. In New York 55 per cent. of the associations use contracts. In the North Central States, where the largest number of cooperatives are found, fewer than 10 per cent. of the associations use them.

## PENNSYLVANIA STATE COLLEGE CREAMERY HAS BIG PRODUCTION

In connection with the training of students in dairy manufacture at the Pennsylvania State College agricultural school, the college operates a creamery which has just completed a record year for production of various commodities. The output for the year included the making of 227,000 pounds of butter; 36,000 gallons of ice cream and ice cream mix; 25,000 pounds of cheese; 250,000 quarts of milk and 32,500 quarts of cream retained. The creamery is supplied by the college herd of 70 milking cows and received milk from about 300 farmers in Centre county.

Silage corn should be cut when it is in the dough stage.

# Dollar for Dollar

no other feed will pay you such profit!

Feed two bags under our Guarantee



More Milk Or It Costs You Nothing

"Feed 200 pounds of Larro to any one cow; then if your own figures do not show that she gave more milk on Larro, or if for any other reason you are not entirely satisfied, return your two empty sacks and unused Larro and get every cent of your money back."

Dealers selling Larro are authorized to carry out the terms of this agreement.

LARROWE MILLING COMPANY  
DETROIT MICHIGAN

# Larro

The SAFE Ration for Dairy Cows  
Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.



## FARM PRICE INDEX CONTINUES DOWNWARD TREND

The general level of prices for farm products declined to 132 per cent of the pre-war level by August 15, continuing the drop which carried it from 139 in June to 135 in July, according to the monthly price index of the Department of Agriculture. This is 20 points or about 13 per cent lower than in August last year. This index of 132 is the lowest reached in nearly two years.

Small price gains in cotton and grains were more than offset by declines in the meat animal and fruit and vegetable groups. Farm prices of corn advanced about 11 per cent from July 15 to August 15 while the price of hogs dropped about eight points. With July 15 farm prices, the price of 100 pounds of hogs was equivalent to the price of nearly 18 bushels of corn, while August 15 this ratio was reduced to less than 15 farm prices, the price of 100 pounds

November 1925. The farm price of rye increased seven per cent and the price of potatoes dropped nearly twenty per cent.

Of the more important farm products for which prices have been determined, only five are 159 per cent of the price received by farmers during the pre-war period of 1909 to 1914, or equivalent to the level of wholesale prices of non-agricultural products, which was 159 per cent of the pre-war level for July. The five-year period, 1909-1914, is used as the base of 100 for the index of prices of agricultural products. The farm prices of the five farm products expressed as percentages of the pre-war average are: hogs, 161; wool, 179; lambs, 188; chickens, 194; and potatoes, 202 per cent. At the other extreme are horses, 56 per cent; barley, 89; oats, 95; rye, 120; beef cattle, 121; eggs, 123; and

corn 124 per cent of the pre-war average.

The purchasing power of agricultural products is also down, dropping to 85 in July which is the lowest level since December 1924. Decreases in purchasing power are recorded for grains, fruits and vegetables and cotton and cotton seed. Meat animals held their own and dairy products advanced a point.

### Index Number of Farm Prices

Aug. 1909-July 1914—100

	August 1925	July 1926	August 1926
Grains	125	125	128
Fruits and Vegetables	157	125	128
Meat Animals	178	195	166
Dairy and Poultry Products	149	152	144
Cotton	139	131	130
Unclassified	186	126	130
Non-Agricultural Wholesale Prices (Index)	96	81	81
Purchasing Power, Farm Products	164	159	—
	93	85	—





## BE HEALTHY, WEALTHY AND WISE

To be healthy, wealthy and wise is an ambition which has long made "health" an important goal to strive for. The last few years have witnessed an earnest effort to attain this goal, and this effort has been put forth all over the country.

There are still many lessons to learn, for everyone has not yet attained 100% health. The health rules must be repeated over and over again. To help the good work along Women's Clubs, Farmers' Clubs, Grange and many other local organizations should incorporate the health message in their programs as often as possible.

Talks and lectures present the subject very directly; motion pictures, lantern slides, plays and songs offer a variety of means to present various phases of the subject in a fresh and interesting way. This material can be procured through several organizations, one of which is the Philadelphia Inter-State Dairy Council.

Many readers of the "Review" are already familiar with the Dairy Council plays and motion pictures that have been shown at various local meetings. The Council has talks, pictures, plays and stunts suitable for smaller groups, and stands ready to help plan any meetings within its territory. Its material is varied enough to fill a whole program or to fit as a special subject, into a general program.

Much of this material can be used by the local talent and is furnished free of charge. Nutrition talks and some of the plays can only be used under the direct supervision of the Council workers, who are gladly sent out when the size of the meeting and the conditions warrant the expense.

When planning to use Council aid either workers, costumes, or slides, it is well to write to the office long enough in advance to insure reservations.

The use of lantern slides is controlled by the availability of electric current to run the lantern. Where they can be used a printed lecture is sent out with the slides. Such a one is "Dairying in Foreign Lands" which shows methods and conditions of dairying all over the world.

When it is possible to have a nutrition worker give the regular lectures, a nutrition talk like "Putting Pep in Your Motor" is as entertaining as it is instructive.

Four short plays, "How Milk is Made," "Following the Milk Can," "Eating Milk" and "Milk for the Whole World," are written for the little folks.

They are easily learned and easily staged. The costumes, dances and music are very simple and attractive; both costumes and music are furnished free of charge by the Dairy Council within the territory. These four plays make a very pleasing group when used together—each one taking between 15 and 20 minutes to stage. Used singly each one is complete in itself.

"The Radio Talk"—a parody of a broadcasting station—can be given with memorizing and some practice. It is one of the newer stunts and will be appreciated by anyone familiar with radio programs.

The "American Girl Beauty Products" has had much publicity but never lost

management which promises well for their future comfort and happiness.

Bookkeeping on the farm has never had the attention it deserved, tho many farmers have been forced to adopt some plan of keeping accounts the last few years in order to see how nearly they are making both ends meet. These records are often not kept as fully and regularly as they should be. Household accounts receive even less attention than farm accounts but are just as important. For this reason "All in a Stew" is very timely and could very appropriately be used in connection with a talk on household and farm accounts.

"Punch the Cook" is another play easily given. Punch goes out to do

entertainment and instruction may be selected:

### Program by Adults

A Talk "A Sanitary Barn for Dairy Purposes."

A Talk "Woman's Place Today on the Dairy Farm."

Slides—"Dairying in Foreign Lands." Health Songs.

Refreshments—Rice Pudding and Gingerbread.

### Young People's Program

A Paper "Why Young People Need Milk."

A Story "Putting Pep in Your Motor."

Demonstration "American Girl Beauty Products."

Four Short Plays "How Milk is Made," "Following the Milk Can," "Eating Milk," "Milk for the Whole World."

Refreshments—Peanut Butter Sandwiches and Milk or Sponge Cake and Milk.

### Program for Adults and Children

A Paper or Talk "Profitable Feeding of the Dairy Cow" or "Economic Feeding with Highest Production."

A Paper or Talk "Food Values of Milk" or "The Place of Milk in the Diet."

Four Short Plays "How Milk is Made," "Following the Milk Can," "Eating Milk," "Milk for the Whole World."

Health Songs.

### DAIRY COUNCIL

#### STAFF CONFERENCE

The Philadelphia Inter-State Dairy Council held a Staff Conference September 2nd and 3rd. This was enlarged somewhat beyond the time usually for such conferences because it was felt important to have a thorough discussion of Dairy Council policies and programs for the benefit of the new members of the staff as well as to refresh the minds of those who had been with the Council previously.

During the first day a series of forty questions governing all phases of Dairy Council history and program were discussed, and an answer formulated that was satisfactory to those present. These questions and answers will be available for all who may join this Council staff in the future or those seeking detailed information along this line.

On September 3rd the conference discussed such items as new material and plans for 1926 and 1927.

In addition to the regular members of the Philadelphia Inter-State Dairy Council staff there were Miss Ada Lockhart, the new Nutrition Director of the Cincinnati Dairy Council and Mr. H. L. Way, the new General Manager of the Cincinnati Dairy Council, formerly associated with the Philadelphia Inter-State Dairy Council.

Mrs. Mona Allen VanDyke of the Nutrition Department who has just arrived from abroad gave an interesting description of the work of the London Milk Publicity Council and exhibited the posters, pamphlets and other material which that Council uses in its work in England. Much of this, it was noted, is similar to and based on the material used by the Dairy Councils in this country.

The following suggested programs are adaptable for any women's club and farmers' meeting from which an hour's



THE HEALTH MINSTRELS

his appeal in these days when girls are so careful to keep their complexions in good order. These beauty products may be used with absolute faith in their efficiency and in the knowledge that they are entirely safe!

For the other young people or those who have begun to face the problems of married life "All in a Stew" is a play that would have an especial interest. It takes only such stage setting as can be found in any home. A young bride is discovering that the art of housekeeping and cooking is not a Heaven-sent gift but must have a solid foundation of knowledge and training. The climax is reached when the meat is so badly cooked her husband can not cut it and goes out of the house all in a stew.

She is utterly discouraged with herself and is in a very humbled state of mind, when a friend comes in and discovers the situation. With pencil and paper—and possibly the Dairy Council cook book—the two housekeepers sit down and work, with the result that when the husband comes back at supper time the little bride has ready for his inspection a practical plan of household

## REGULARITY IN FEEDING MORE IMPORTANT THAN IN MILKING

Of all dairy operations, milking on most farms takes the greatest amount of time, and to many persons is the most irksome task. It has commonly been assumed that cows should not only be milked regularly but also by the same man each time. Doubtless this has had much to do with the distaste many persons have for dairy work.

Experiments by the United States Department of Agriculture at the experimental farm of the Bureau of Dairying at Beltsville, Md., show that with cows that are average to good, milking may take place at irregular hours without any marked effect upon production. Whether very high producers would show similar results has not been determined.

It was found, however, that when irregular milking was accompanied by irregular feeding the production was lessened about 5 per cent. Apparently cows are more sensitive to changes in the feeding routine than to variations in the hours of milking. The conclusion is not to be drawn from these experiments that regularity in doing the dairy work is a matter of little importance, but rather that cows can occasionally be milked earlier or later than usual if there is something else to which the dairyman desires to give his time.

Though it is generally believed that a cow will produce more when milked always by the same person, the practice in many large dairies where there are several milkers is to milk the cows as they come, rather than to reserve certain cows for each man. At the bureau's experimental farm, 12 cows were divided into three groups of four cows each, and each group was milked regularly by the same man for 40 days. The 12 cows were then milked by the same three men in such a way that no cow was milked twice in succession by the same man. After 40 days the cows were changed to regular milking again for 40 days. The results show an increase of only about 0.05 per cent. in the milk and butter fat through steady milking by the same man. This is so little as to be almost negligible.

## GUERNSEYS AT THE SESQUI CENTENNIAL

### Former Champions to Meet

What promises to be the largest show of Guernsey cattle ever assembled at one exhibition will be seen at the Live Stock Show of the Sesqui Centennial Exposition at Philadelphia, from September 12 to 19. When entries for the show closed, the names of 311 pure bred Guernsey cows and bulls appeared on the list—over half again as many as usually appear at the National Dairy Shows.

The Guernseys are entered by thirty breeders from New York, New Jersey, Pennsylvania, Maryland, Virginia, Ohio, Michigan, Illinois, Wisconsin, Minnesota and Iowa. The fact that the entry list reveals the names of several animals, both male and female, that have been grand champions in great shows of recent years, adds a certain element of spice to the occasion.

### WATCH THE CALVES

During hot weather watch the dairy calves and keep them growing. They are quite susceptible to changes in feed and weather. Better not turn them on pasture under four months of age, and see that they have plenty of good feed, fresh water, and shade.

## ANOTHER 1000 POUND GUERNSEY Pennsylvania Farmer Develops High Producers

Floyd R. Hartzell, of Renfrew, Pennsylvania, is what the politicians delight in calling a "dirt farmer", but his success with a small herd of pure bred Guernseys shows that he is not merely an average farmer. In 1922 he joined a Cow Testing Association, and found that he had several cows that exceeded the 400 pound mark. Among them was one called Gertrude Claire 99550, that he had brought from a neighbor as a heifer and she made 508 pounds of butter fat as a two year old. That gave Mr. Hartzell the idea of entering her for Advanced Register test.

Gertrude Claire 99550, a big, strong, square-shouldered cow, rewarded his faith in her producing 18942.5 pounds of milk containing 893.4 pounds of butter fat as a junior four year old, thereby becoming the second highest producing cow of her age for the breed.

That was Mr. Hartzell's first experience at testing cows for the Advanced Register. But it is only half the story. He immediately re-entered her on test as a five year old. During her first month, she was driven over the road to a newly acquired farm, where the exception of the last two months, she made her record with a milk machine. No, it did not hurt her record, for she finished the year with a total of 20738.1 pounds of milk containing 1020.0 pounds of butter fat, and became the fourth highest mature cow, and the fifth highest cow of all ages for the Guernsey breed.

Gertrude Claire 99550 is not a freak—she is one of a high producing herd, made so by intelligent care and feeding, by an owner who has one hired man to help with the work of a 160-acre farm. He has tested eleven of his cows, with an average of 13494.1 pounds of milk and 662.4 pounds of butter fat, and this does not include the last record of Gertrude Claire 99550. Three of the records were made at two years old, two at three years, one at four years, and the rest as mature cows.

## RATIO OF DAIRY COWS TO DAIRY HEIFERS

According to estimates of the United States Department of Agriculture, there was on January 1st, 1926, in the United States, one heifer (one to two years old), for each six dairy cows kept for milk.

The following table shows the number of dairy cows per heifer based on the number of cows and heifers, 2 years old and over, kept for milk and the number of heifers, one to two years old being kept for milk. (Crop and Market Monthly Supplement, U. S. Department of Agriculture, Vol. 3, No. 2, p. 42, February, 1926.)

	United States	North Central	North Atlantic
Year			
1920	4.85	4.77	5.51
1921	5.15	4.94	6.27
1922	5.42	5.13	6.92
1923	5.32	5.20	6.64
1924	5.38	5.43	7.01
1925	5.32	5.22	6.94
1926	5.77	5.70	8.15

One heifer per year for each eight cows will not maintain the dairy herd. As a result of unfavorable prices there is now a shortage of the older heifers and younger cows. The number of heifer calves now being raised is much higher and probably soon will be too high. (G. F. Warren and P. A. Pearson in Farm Economics, Cornell University.)

### Wouldn't Part with it for \$50.00

Gentlemen: Have used Dr. Clark's Purity Strainer for several months and find it does everything you could want for it. I would not part with it for \$50.00. No producer of milk should be without one.

Yours,  
John Mahoney,  
Pres. and Gen'l Mgr.,  
Nat'l Milk Goat Farm.

And here's why: It removes every particle of dirt, dust and sediment from the milk at one straining. That's what we guarantee or the purchase price will be refunded. Sterilized cotton pads tightly clamped to bottom of strainer makes it impossible for any dirt to get through. This method is endorsed and recommended by the U. S. Government and by thousands of dairymen, farmers, creameries, condensaries, etc.

Ask your dealer. If he doesn't handle the Purity Strainer, tell him to get one for you, or write us direct, giving your dealer's name.

**Purity Stamping Co.**  
Dept. F Battle Creek, Mich.

**DR. CLARK'S PURITY STRAINER**

PURITY Cotton Discs are made in any size from 6 1/2 in. to 7 in. diam., for all makes of strainers or filters. Send for a trial order.

## BULL BRAND FEEDS

### DAIRY STOCK POULTRY

**B-B**  
TRADE-MARK REGISTERED

Your feed dealer can now make you an especially attractive contract for your B-B (Bull Brand) Dairy Ration requirements for the next six months.

See him today  
MARITIME MILLING COMPANY, INC.

COST LESS — PRODUCE MORE

## NICE

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## PRELIMINARY REPORT ON COOPERATIVE DAIRY MARKETING

Preliminary figures recently compiled by the Division of Agricultural Cooperation indicate that the farmers' associations marketing dairy products transacted business during 1925 of approximately \$350,000,000. The 1,775 associations reporting, made sales amounting to \$335,900,000. As over 2,000 associations are listed, the total figure of \$350,000,000 is conservative.

One thousand and seventy associations reporting the amounts of business handled in 1924 give a total of \$306,295,000. The above figures indicate an increase of about 9 per cent. for 1925 as compared with 1924.

The above figures do not include sales by producer members of milk bargaining associations although such sales are made at the direction of the association. Were such data available the total amount of cooperative business by dairy farmers would be increased materially.

Nearly 56 per cent. of the total business reported for 1925 was transacted by associations engaged in the manufacture and marketing of butter. About 36 per cent. of the total business was reported by 104 associations handling principally fluid milk. Some of these organizations received milk and distributed it among dealers and large consumers, while others handled the milk through to the consumers.

Four hundred thirty-nine associations making and marketing cheese reported a total business for 1925 of \$17,794,000, and 42 dairy associations performing various marketing functions reported transacting \$8,203,000 of business in 1925.

Two thousand thirty-two of the associations reported approximately 450,000 members and 58 bargaining associations, 37,000 members. This gives a total membership of nearly 400,000.

Ninety per cent. of these dairy marketing associations were incorporated. The incorporated associations had 95 per cent. of the total membership and transacted 96 per cent. of the total business.

Over 85 per cent. of the associations reported having capital stock, and this group of organizations had 86 per cent. of the total membership and handled 86 per cent. of the total business in 1925.

Standardization of containers for marketing fruits and vegetables is one of the important problems which demands the attention of the general public. It is vitally necessary in the interest of a square deal that the exact content of such packages be generally known and that the different sizes be readily distinguishable from one another.



# Dairy Council Service

The various departments of the Dairy Council are at your service and will assist you in planning

## Educational Entertainment

for your Community, Local or Club Meetings.



Milk Makes Healthy Children

The Dairy Council has carried the message of "Milk for Health" to hundreds of thousands of producers and consumers in the Philadelphia Milk Shed.

**Lecturers and Speakers on Health Programs Are Available**

**Motion Picture Films on Dairy Subjects**

**Lantern Slides Literature Posters**

**Short Plays for the Children, Etc.**

**Are Yours for the Asking**

**Let Us Assist in Planning Your Entertainment**

There is no charge for this service at meetings of the Inter-State Milk Producers' Association Locals, Community gatherings, etc., held within the territory of the Philadelphia Milk Shed.

*Write us for detailed information and programs*

## Philadelphia Interstate Dairy Council

R. W. BALDERSTON, Secretary  
BOYERTOWN BUILDING  
1211 Arch Street  
PHILADELPHIA

## COW TESTING ASSOCIATIONS

### MIDDLE BUCKS ASSOCIATION

Marvin Weller, Tester

During the month of July, twenty-six herds were on test, with 346 cows in milk and 51 dry. Forty-five cows produced over 40 pounds of fat and 12 produced over 50 pounds. The number of cows producing over 1,000 pounds milk was 35, with 30 producing over 1,200 pounds.

Highest Herd Average Milk Production		Average Lbs. Milk	
Owner	Cows Milking		
Benner, Linfred	10		1067
Canby and Son	22.5		988
Farley, W. S.	11		946
Finney, C. L.	14		868
Hunsberger, Willis M.	11		861

Highest Herd Average Butterfat Production		Average Lbs. Fat	
Owner	Cows Milking		
Benner, Linfred	10		40.2
Bishop, Walter	6		36.8
Farley, W. S.	11		35.4
Havens, George S.	8		34.4
Canby and Son	22.5		32.2

Highest Herd Average Test		Average Test		Breed	
Owner					
Smith, J. L.	5.25			Gr. & R. Guernseys	
Havens, George S.	5.08			R. Guernsey	
Truscott, Steven	4.85			R. Guernsey	
Torbert, W. S.	4.70			Gr. & R. Guernseys	
Briggs, J. S.	4.60			Gr. & R. Guernseys	

### BURLINGTON COUNTY COW TESTING ASSOCIATION

Paul Willadsen, Tester

During the month of July there were 27 herds tested with 567 cows in milk and 59 dry, averaging 698 pounds of milk and 27.8 pounds of butterfat. The high cow in milk production for the month is a grade Holstein, owned by the Bordentown Industrial School. She produced 1938 pounds of milk and 60.1 pounds of fat.

The high herd for butterfat production is owned by George M. Royce, Rocklings, with an average of 796 pounds of milk and 38.0 pounds of butterfat.

The five high cows for the month of July were as follows:		Breed		Milk		But Fat	
Owner	Name of Cow						
W. G. Davis	Nigger			1566		69.0	
Chas. G. Wolf	Majestic		P. B. Ayr	1426		68.4	
T. E. Bunting	Mary		Gr. G.	1535		66.0	
T. E. Bunting	White Rose		Gr. H.	1612		62.9	
Jos. S. Evans	Lydia W.		P. B. G.	1256		62.8	

The five high herds for the month are as follows:		Breed		Milk		But Fat	
Owner	No. of Cows						
Geo. M. Royce	6		Gr. J. & G.	796		38.0	
John S. Pew	27		Gr. & P. B. G.	708		37.4	
E. J. Bunting	27		Gr. J. & G.	751		36.1	
J. H. Rogers	18		Gr. G.	724		35.8	

The five high herds for the month are as follows:		Breed		Milk		But Fat	
Owner	No. of Cows						
T. E. Bunting	17		Hol. Gr. J & Ayr	829		34.2	

### MIFFLIN COUNTY COW TESTING ASSOCIATION

D. C. Drake, Tester

This association finished its second year on August first, 1926. It had 18 members. During the year 16 profitable and 14 unprofitable cows were sold. Twenty-seven cows reacted to the T. B. test. The total number of cows in the Association during all or part of the year was 238. There is an increase of 816 pounds of milk and 25 pounds of butterfat over the previous year's record.

Nine herds, with an average of five or more cows, produced an average of 300 pounds of butterfat while 16 cows produced more than 400 pounds of butterfat. A complete list of these cows follows.

Owner	Cows Name	Breed	Lbs. Milk	Lbs. But Fat
J. B. Byler	No. 3	R. H.	15275	517.6
R. J. Byler	Hattie	G. H.	10325	500.5
R. H. King	Edith	R. H.	12954	497.6
A. C. Yoder	No. 12	R. H.	14185	469.9
J. C. Fleming	Liza Jane	G. G.	11320	469.9
R. H. King	Beets	R. H.	13347	468.3
J. B. Byler	No. 4	P. H.	13739	454.4
R. H. King	Agnes	R. H.	13842	447.0
J. B. Byler	No. 2	P. H.	15053	443.5
J. K. Yoder	Pink	G. G.	8757	439.1
B. R. Byler	No. 2	G. H.	11532	435.2
R. H. King	Starlight	R. H.	11586	431.2
J. B. Byler	No. 6	G. H.	12060	427.2
A. C. Yoder	No. 7	R. H.	11986	416.0
Jonas D. Yoder	Urie	G. G.	7375	404.1
R. H. King	Prilly	R. H.	13057	402.3

### MARYLAND STATE CHAMPION GUERNSEYS

S. M. Shoemaker, Eccleston, Maryland, has recently completed an Advanced Guernsey cow in class GGG, which is Register record in class A, on his Guernsey cow, Merry Graciously 107088, making her the Maryland state champion in that class. Having commenced her record at five years and 96 days, she produced 13794.6 pounds of milk and 792.0 pounds of butterfat.

of the new Maryland state champion Guernsey cow in class GGG, which is Rex May King's Beauty 148079. Beginning her record at two years and 129 days, she produced 8286.8 pounds of milk and 384.3 pounds of butterfat. She was milked twice daily for 305 days, during which time she carried a calf for at least 205 days. She was bred by Janon Fisher, Eccleston, is the owner

**DRINK MILK FOR HEALTH**

## NONBREEDING IN DAIRY COWS CORRECTED BY SPROUTED OATS

Six virgin dairy heifers that had failed to get with calf after being repeatedly served by different sires at the United States Department of Agriculture Dairy Experiment Farm, Beltsville, Md., were fed sprouted oats in an effort to correct their barren condition. According to R. R. Graves, in charge of the experiment, five of the six heifers were settled in calf after 30 days of this special feeding. Six dairy cows that had raised calves but had apparently become unable to conceive were fed sprouted oats also with the result that five of them got with calf after 19 to 48 days of feeding. Similar tests made at the Oregon Experiment Station upon the suggestion of Mr. Graves gave equally favorable results.

Feeding sprouted oats to overcome nonconception in dairy heifers and cows was suggested to Mr. Graves by a study of the work done with small animals at the University of California in which it was discovered that a fifth vitamin had a bearing on the fertility and reproductive organs. This vitamin, named vitamin E, was found in such feeds as green leaves of lettuce and alfalfa.

Whether or not the fertility results obtained in heifers and cows fed sprouted oats is due to a vitamin has not been determined, nor have enough trials been made to conclude definitely that the method will always give positive results. Mr. Graves points out that animals in their undomesticated state have a breeding season closely allied with the spring flush of new grass; and that under modern methods of management, cows and heifers are bred at all times of the year. Many of the cases of nonbreeding may be due to functional disorders brought about by a high state of domesticity in which the natural breeding season is ignored. The beneficial effects of sprouted oats may be due to a stimulation of natural dietary conditions at the normal breeding season.

## MILK TESTERS REQUIRED TO BE QUALIFIED

During the past six months the three Dairy Experts, employed by the Bureau of Foods and Chemistry for the specific purpose of enforcing the provisions of the Milk Testing Law, have, Dr. Kellogg, Chief of the Bureau, reports, made 748 inspections and visits to milk plants and receiving stations, where testing is being done.

The purpose of the law is to insure to producers of milk correct tests by competent milk testers who having passed an examination conducted by the Dairy Department of State College to determine proficiency in the Babcock test, have been licensed by the Bureau. Persons not so qualified are forbidden from doing the work.

Inspections showed that only a few men were not fully qualified in testing and that some others, not having passed the examination, were operating without a license. In a few instances incorrect tests were found to have been made and adjustments in payment were made on the basis of check tests made by the Bureau's Dairy Expert.

### AVOID TAINTING MILK

Where fly sprays are used 30 to 45 minutes should elapse before milking in order to avoid off-flavored milk, say Pennsylvania State College dairy specialists.

## 130 HEAD PUBLIC SALES 130 HEAD

Bradford Co., Pa., REGISTERED HOLSTEINS SALE PAVILION, TROY, PA.

Saturday, September 25th—39 Cows, fresh or due soon; 7 Young Females, 11 Bulls  
Saturday, October 23rd—48 Cows, fresh or due soon; 16 Young Females, 9 Bulls

These two sales make available an unusual supply of high quality breeding stock, produced by dairymen-breeders, who have practiced most modern methods of cattle breeding and improvement. All animals offered under State and Federal control of Tuberculosis, most of which are fully accredited. Cow Testing Association, official and private records available as evidence of production. Liberal health guarantee and courteous treatment. Catalogues are now ready. Address all inquiries to

R. H. FLEMING, COURT HOUSE, TOWANDA, PA.

## NATIONAL CO-OPERATIVE MILK PRODUCERS' FEDERATION

The annual meeting of the National Milk Producers' Federation, of which the Inter-State Milk Producers' Association is a member, will be held in Cleveland, Ohio, Wednesday and Thursday, November 10th and 11th, with headquarters at the Hotel Statler.

In addition to reports from the thirty regional organizations of the Federation, addresses will be given by outstanding authorities in both official and private life.

Secretary Charles W. Holman, in making the announcement of this meeting, says, "The Federation has accepted the invitation of all of the member organizations in Ohio to meet this year in Cleveland and arrangements are under way for making this year's program one of the strongest and most profitable in the history of the organization."

"In addition to reports from the thirty regional organizations of the Federation, addresses will be made by outstanding authorities. Cooperative dairy marketing has made great progress during the past year. Much of this work will be summarized and presented at the meeting. During the past year membership in the Federation has grown steadily and at this time it speaks for over 300,000 organized dairymen. For a number of years it has been the leading exponent of the wishes of the dairy producers of the country."

Secretary Holman urges every member organization of the Federation to have members of the Boards of Directors and officers attend this meeting.

## MARYLAND STATE DAIRYMEN'S ASSOCIATION HOLDS ANNUAL MEETING

The Maryland State Dairymen's Association, a cooperative milk marketing association, operating in Baltimore, Md., and vicinity, held its annual meeting in Baltimore, Md., on August 28th, 1926.

In addition to transacting routine business, reports were received from I. W. Heaps, secretary-treasurer, and W. Horace Harper, secretary of the Baltimore Council. Addresses were also made by Hon. Albert C. Ritchie, governor of Maryland and Dr. R. A. Pearson, president of the University of Maryland.

The afternoon program was given over to a basket lunch and the general enjoyment of the members.

E. Nelson James, of the Inter-State Milk Producers' Association, represented that organization at the meeting.

### FEED MILK COWS WELL

Cows in milk should be well fed at this time of year to guard against a rapid decline in production. A good grain mixture for cows on short pasture is 200 pounds corn meal, 200 pounds ground oats, 100 pounds bran, 100 pounds linseed oil meal, 100 pounds cottonseed meal.

## Willard Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

Pusey & Young Storage Battery Station

West Chester, Pa. Coatesville, Pa.



## Maple City SILOS

HIGH QUALITY LOW PRICE

\$225.00 for a

12 x 24 Spruce Silo

Other Sizes in Proportion

Write us or we both lose

Free Seed Corn with Early Order

MURRAY CO.

Honesdale, Pa.

Growing forage crops and grazing them with hogs is a very desirable way to improve run-down land, according to numerous hog raisers and experiment-station workers. Practically all the fertilizing elements of the vegetation except that stored in animal bodies is returned to the soil in the manure and litter. The only danger of injury to the soil is in the trampling by the animals on heavy clays when they are wet, and this is easily avoided where a permanent sod pasture is available. Furthermore, hogs, when turned into a new field, frequently clean up a number of different kinds of weeds. They make good use of waste plants and tend to eliminate them from the fields grazed.

### COWS NEED REST

Cows due to freshen in the fall should have a rest period of 6 to 8 weeks to put them into a good condition of flesh before freshening. Cows that freshen in a thin condition will never produce what they would if they had been better fitted. The extra milk received later will pay many times for the cost of feed eaten during the rest period.

Milk pails and cans should be rinsed with cold water before the milk has a chance to dry on them, and then they should be washed thoroughly in boiling water.

## PUBLIC SALE Dairy and Stock Farm

Public Sale of a most valuable farm at the Court House Door, Elkton, Wednesday, October 6, 1926, at 10:30 o'clock A.M. Choice Dairy and Stock farm, known as the Singlerly Stock farm, located 2 miles from Elkton, County Seat and R. R. Station, Cecil County, Md., containing 147 acres of land of the best quality including a fine 50 acre meadow. Land is smooth, easily tillable and very productive. No stones, plenty good water, stream, wells. Complete. Lot of very good buildings. Dairy stable, room for 66 cows. Everything convenient and up-to-date. Terms made known at sale. Prospective purchasers are invited to inspect farm.

B. ZUNKEN, Owner.

J. HOLT, Auctioneer.

## FOR SALE

The Old Home Farm, Allamuchy, New Jersey offers for sale Holstein Heifers and Heifer Calves of the best breeding priced for sale. May offer two Heifer Calves by my thirty pound bull. I am only offering these cattle for sale because I am overstocked. Ordinarily only the best pure bred prices would take them.

EUGENE B. BENNETT, or DREW BROTHERS Allamuchy, New Jersey

### TESTED COWS FOR SALE

100 head on hand at all times to select from. Will sell one cow or a certain lot of Holsteins, Guernseys, and Milking Short Horns. Buy your cows in Bradford County, the largest and cleanest county in the state. Only 5% reactors.

JOHN P. FRETZ, Troy, Pa. Bell Phone 55

## FARM TRACTORS IN PENNSYLVANIA

That the use of tractors by farmers in Pennsylvania is becoming more extensive is clearly indicated by figures recently compiled by L. H. Wible, Director of the Bureau of Statistics. It is estimated that in 1919 less than 3 farmers out of every hundred owned tractors; estimates for December 1, 1925, place the percentage at 10.5. The increase in number for the last four years has, notwithstanding the postwar depression, been fairly constant, the average being 3.141.

Lancaster, Chester, Berks, Bucks and York are, in the order named, the ranking counties in the number of tractors, but, if the number of farmers is used as the base, Chester, Montour, Montgomery, Delaware and Berks lead, the percentages of owners being 18.9, 18.4, 18.0, 17.4 and 16.5 respectively.

### STIR MILK BEFORE RIDE

During warm weather cans of milk should be stirred or shaken just before loading on truck or car to avoid churning on the road.





## If Cows Could Talk

*"Milk me with  
a DeLaval"*

## They would Say

IT IS a fact proved by thousands of De Laval Milkers in use on more than half a million cows, that the cows like it better than any other method of milking.

In a recent questionnaire received from 1160 De Laval Milker users in 47 states, this question was asked: "How does it agree with your cows?"

98.52% answered this question favorably.

358 said "Fine."

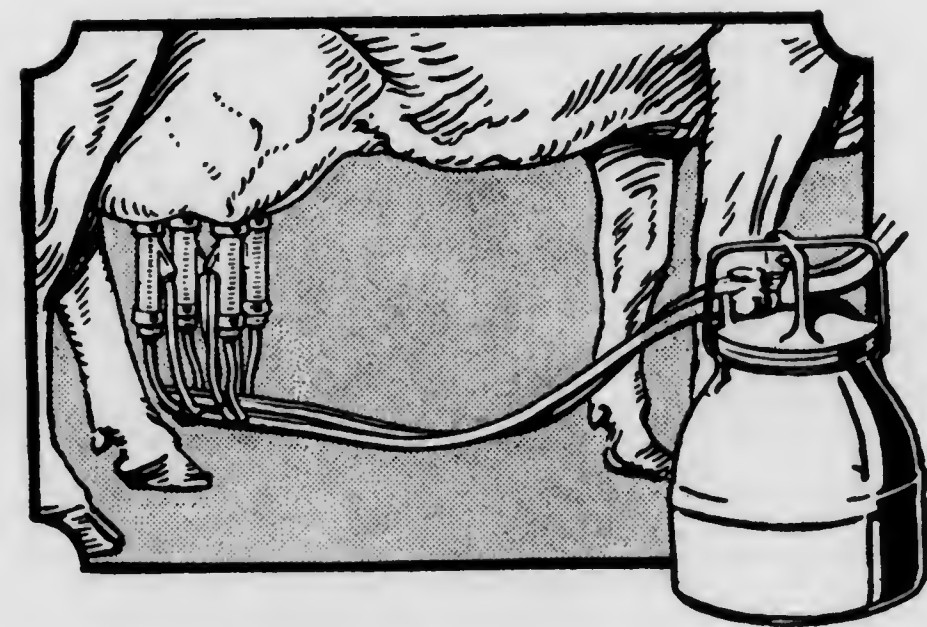
204 "All right."

143 "Good."

132 "Better than hand milking."

All the rest—except 13 out of 1160—gave favorable answers.

The De Laval pleases the cows because it milks them with the same uniform, gentle and soothing but stimulating action day after day and year after year, without variation. Cows almost invariably produce more milk when milked the De Laval Way than with any other method, and owners say they have less udder and teat trouble with a De Laval. And of course the De Laval saves a great deal of time and is easy to keep in a clean and sanitary condition.



**\$175**  
and up  
for  
**De Laval  
Milker  
Outfits**

See Your  
De Laval  
Agent

## De Laval Milker

*The Better Way of Milking*

### De Laval Cream Separator



The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

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San Francisco, 61 Beale Street  
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# Milk Producers

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., OCTOBER, 1926

NUMBER 6

## SESQUI-CENTENNIAL LIVE STOCK SHOW

### Splendid Exhibit of Dairy and Beef Breed, Horses, Sheep and Hogs

Live stock breeders, farmers and fanciers of the dairy and beef breeds of cattle, horses, sheep and hogs, throughout the country attended the show held at the Sesqui-Centennial in Philadelphia, September 12th to 19th.

The exhibit, which was staged in large tents on the Sesqui grounds, was it is said, the largest and best show ever held in Pennsylvania and some say it was the best show ever held in the east.

In the Beef Breeds of cattle, there were 282 entries of the Short Horns, cows, bulls and heifers; 16 short horn steers, 132 exhibits of Hereford cows, bulls and heifers; many Hereford steers and calves; Aberdeen-Angus steers, Polled short horns, etc. A most imposing display which created a large amount of interest, particularly in that exhibits of this character are somewhat unusual in this section of the country.

#### Dairy Cattle Show

The exhibit of dairy cattle was an outstanding one, even though the facilities available were not the best for display purposes.

There were 212 head of the Holstein-Friesian breed on exhibit. A most outstanding display of animals from all over the United States. The Holsteins were judged by W. S. Moscript, Lake Elmo, Minn.

Among the winners were the following: First Prize, Senior and Grand Champion Bull, went to the Minnesota Holstein Co., Austin, Minn.

First Prize and Junior Champion Bull, was awarded to F. P. Knowles, Auburn, Mass.

First Prize Aged Cow, was awarded to Belliwhack Ranch, Santa Paula, California.

Junior Champion Prize went to Hargrove & Arnold Farm, Norwalk, Iowa.

Senior and Grand Champion Female was awarded the Belliwhack Ranch, Santa Paula, California.

The diploma for Premier Breeders went to the Minnesota Holstein Company, Austin, Minn., while that for Premier Exhibitor went to the Belliwhack Ranch, Santa Paula, Cal.

Carnation Milk Farm, Seattle, Wash.; Yates Farm, Orchard Park, N. Y., and Hargrove and Arnold Farms were among the five largest winners.

Local animals that did well at the show were in the aged bull class, where one owned by J. Irving Stryker, Milltown, N. J., took second prize, and one owned by Wm. Wynn, Bridgeton, N. J., took sixth, and the herd of W. G. Davidson, Abington, Pa., did well in the group classes.

#### Jerseys

The Jersey Breed was represented by upwards of 150 animals from all parts of the country and was a truly representation exhibit of the breed.

The award for the Grand Champion Bull and the Senior Champion Bull, 2 years old and over, went to Benedictine's Oxford Lad, owned by Hempstead Farms, Spring Valley, N. Y.

The Junior Champion Bull, under two years, went to Brunette's Double, also owned by Hempstead Farms, Spring Valley, N. Y.

## MAKE HAY WHILE IT RAINS

Dr. H. E. Kiefer, Burlington, N. J.

An old saying runs,—"there is nothing new under the sun" but there is something new under the clouds. Arthur J. Mason, of Chicago, has put a kink in the saying about making hay while the sun shines for he actually makes hay whether it rains or shines. Mr. Mason is an engineer of national reputation and after spending forty years designing big things concluded to spend the remainder of his days following his hobby of farming. He soon saw how much a farmer would

By this system 7 men cut 6 tons of green alfalfa and made from it 2 tons of cured hay per hour grinding the same to meal and sacking it. In about one hour from the time it is standing in the field the alfalfa has been converted to meal and sacked ready for the market. In this particular case none of it goes to the market as with over 3,000 head of cattle on The Walker-Gordon Farms it is all fed on the place.

While the drying plant is extremely impressive as to size, the drying chamber itself being approximately 150 feet long, the process is quite simple. One man operates the tractor driven mowing machine with elevator attachment. Trucks especially equipped with large dump bodies are operated between the field and the drying plant. These are driven under the chute of the mower elevator and no labor is needed for loading. At the plant the alfalfa is dumped from a platform directly into the inclined canvas conveyor which slowly feeds the hay to cylindrical beaters, which shake up the hay and deliver it in a uniform layer upon an endless belt of woven wire which then carries it slowly through the drying chamber. The heat for this chamber is supplied by a large furnace; heated air, smoke and gas fumes are driven by a fan through the heating chamber, over, under and through the drying material so that it is delivered at the further end of the chamber completely dried and ready for storage. A roughage grinder is placed at the end of the conveyor. This delivers the finished product through a blower either to the fireproof storage house nearby or to the bagger on the platform beside it. The finely ground product occupies very little space. The storage house shown in the accompanying illustration will hold 200 tons. When desired, the hay can be baled instead of ground for the market or storage.

The quality of hay made by this dryer is far superior to the best sun cured alfalfa. Every farmer knows of the great loss of leaves when it is cured in the field. The Mason System saves all of the leaves as when cut nothing touches the ground but as it is taken up mechanically after being cut nothing is lost. Experimental stations tell us that the leaves of alfalfa are about twice as rich in protein as the stems, hence in losing many of the leaves the farmer not only gets a smaller yield per acre but also gets a poorer quality of hay from a feeding standpoint. There is more or less fermentation of all vegetable matter as it dries and this is particularly true of legumes. The more rapidly a legume is cured the higher its feeding value. This system does in an hour what now requires several days of good weather.

Sufficient carbohydrates are readily obtainable on most dairy farms but it is protein they lack and for which they

(Continued on page 6)



DO THEY LIKE MILK?—READ THE ANSWER IN THEIR FACES  
Photographed at the Friends' Play Ground in Philadelphia

The Grand Champion and the Senior Champion Cow, was awarded Blonde's Lady Momo, owned by Silver Lake Farm, Green Village, N. Y.

The Junior Champion Heifer was awarded to Farewell's Golden Cowslip, owned by Hempstead Farms, Spring Valley, N. Y.

#### Ayrshires

Upwards of 175 head of bulls, cows and heifers represented the exhibits of the Ayrshire Breed, among which there were many outstanding animals.

(Continued on page 11)

benefit if he could make hay regardless of weather conditions so he spent 14 years and about \$100,000 on his farm at Flossmoor, Illinois in solving the problem.

After operating a plant for artificially curing hay for 4 years at Evergreen Farms he erected a similar one for the Walker-Gordon Milk Farms, at Phinnsboro, N. J., and during the month of September hundreds of farmers, business men, agricultural experts, engineers and others visited this place and saw how it is possible and practical to make hay while it rains.



### MILK SECRETION PROCESS IN DAIRY COWS STUDIED BY POST-MORTEM MILKING

A novel experiment to determine whether the milk in a cow's udder is manufactured during the few minutes required for the milking process, as is generally taught, or whether it is secreted continuously and collected in the udder previous to milking, was conducted recently at the Federal dairy experiment farm at Beltsville, Md., by W. W. Swett, Bureau of Dairy Industry, United States Department of Agriculture.

A rather general belief persists among teachers and other professional men in dairy cattle and veterinary work, says Mr. Swett, that the internal capacity for storing milk in a cow's udder is not more than a half pint to each quarter. Since many cows yield much more than that amount it is taught, therefore, that the milk must necessarily be manufactured during the process of milking and that it does not exist as milk until the mammary gland is stimulated by the milking operation.

In these tests it was found, however, that a cow's udder is capable of holding from 11 to 20 quarts of milk instead of only a quart, as is quite commonly taught. For the tests, two cows were killed, their udders immediately removed and mounted on a framework in a position for milking. One of the cows had normally been giving about 12 pounds of milk. A total of 10.27 pounds of milk was drawn from her udder after all body connections had been severed, showing that more than 85 per cent of her production was stored in her udder at the time she was slaughtered. The post-mortem milking of the second cow yielded practically 50 per cent of her normal production. In her case milking was more difficult and all the milk was not drawn as was shown by the considerable quantity which gushed forth when the udder was later cut open.

A further indication of the enormous capacity of a dairy cow's udder has been shown by the quantity of liquid which is often possible to inject into detached udders being prepared for laboratory study. Mr. Swett says that it is not uncommon to inject the equivalent of 3 to 5 gallons of milk, depending on different characteristics of various udders.

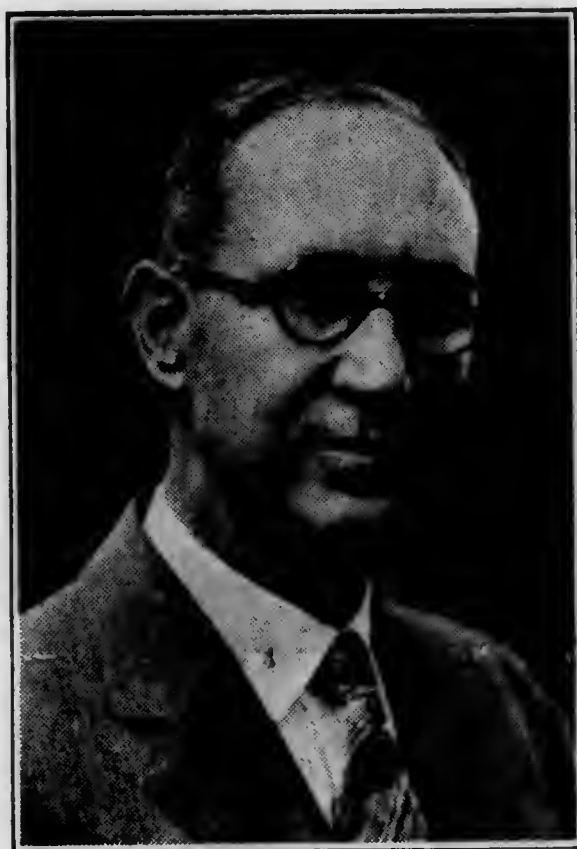
These few tests, while not to be regarded as conclusive, would indicate, says Mr. Swett, that milk secretion is to a considerable extent a continuous process, and that a large proportion of the milk secured at any milking is collected and stored within the mammary gland before milking is commenced; also that the liberation of the milk from the gland is not dependent either upon a nervous or mechanical stimulation or upon internal muscular contraction, since all body connections had been severed before the post-mortem milking was performed.

The mammary gland obviously is one of the most important parts of the dairy cow, yet its internal anatomy, its capacity, and its performance are but little understood, says Mr. Swett. The project now being conducted by the Bureau of Dairy Industry to determine the relation of the conformation and anatomy of the dairy cow to her milk and butterfat producing capacity, has been developed to include an extensive consideration of the mammary gland. This newest phase in the study of the mechanism of the dairy cow promises to be most interesting and very productive of valuable information.

### DR. RALPH D. HETZEL ELECTED PRESIDENT OF PENN STATE COLLEGE

In Dr. Ralph D. Hetzel, newly elected president of the Pennsylvania State College, the rural people of the State will find a man whose experience should make him very much to their liking, a man who knows country conditions and what is appreciated in the way of agricultural extension and research service "down on the farm."

It was the brilliant record of Dr. Hetzel as the organizer and director of the agricultural extension service at Oregon State College that drew him to the attention of trustees at the University of New Hampshire, and made them take him as their president nine years ago. He had been trained at the University of Wisconsin as a lawyer, and first went to Oregon as an instructor in English. There he showed such remarkable ability at "getting next to the people" and giving them what they wanted, that when the time came to start extension



Dr. Ralph D. Hetzel

work with county agents and specialists, the college officials selected the then head of the political science department to organize and direct the work.

Born in Merrill, Wisconsin, a town of only a few hundred population, the future Penn State president was raised in that small community and was graduated from the high school there, with high honors. Then came the university, where, after the first year he gave up athletic career to earn his way through college as a newspaper correspondent. Law school followed, and then admission to the bar. Then to Oregon State College and finally to the presidency of the University of New Hampshire. He is 43 years of age.

Dr. Hetzel is a product of a land grant university, the only other Penn State president to have that distinction.

He was a member of the Land Grant College Association committee that was in a measure responsible for the passage of the Purnell Bill for additional Federal support for agricultural experiment stations.

He is well known as a public speaker, and his experiences at Oregon and New Hampshire with farmer audiences should prove valuable to Pennsylvania farm people and their contacts with the Penn State School of Agriculture and the experiment station. Dr. Hetzel expects to take up his duties at Penn State next January.

### USE OF ELECTRICITY ON NEW JERSEY FARMS BEING STUDIED

Economical use of electricity in farm work is the subject of a study being made by the New Jersey State Department of Agriculture. Direct information from the farmers of the state will form the basis for determining the extent to which electrical energy is now used, and its future possibilities. The possibilities of rural electrification have been engaging the attention of officials of many states for several years. A number of the states are making similar surveys which will result in definite knowledge of the advantages and disadvantages of the use of electrical power on farms.

"The serious shortage of farm labor has resulted in seeking mechanical and electrical apparatus for crop production and harvesting," said Secretary William B. Duryee of the Agricultural Department in commenting upon the proposal today. "There is a great field for electrical power on farms at reasonable rates, not only from an economical standpoint but also in making the farm home a more desirable place of residence."

"The New Jersey survey will cover the principal producing areas of New Jersey, including the dairy, fruit and vegetable sections and general farming areas. Data will be secured regarding the acreage of the farm, source of power, farm illumination in house, barn, poultry houses, etc., the heating units used, the amount of wood sawing, grain grinding, pumping, milking, etc., done by electricity and the total energy utilized. One large New Jersey farm has recently installed an electrically driven machine for the curing of hay."

"Of the 30,000 farms in New Jersey, less than 5,000 reported the use of gas or electricity in the 1925 Federal Census. This very small proportion is the more surprising in view of the fact that many of the farms are located within a radius of 50 miles from the metropolitan districts of New York and Philadelphia, with their huge power plants."

"The power companies of New Jersey have exhibited interest in the survey and are cooperating by furnishing maps of their lines and substations. After the preliminary reports are in, further investigations will be necessary to determine the economy of using electricity, as opposed to other forms of energy, for certain farm operations."

### MILK TESTERS REQUIRED TO BE QUALIFIED

During the past six months the three Dairy Experts, employed by the Bureau of Foods and Chemistry for the specific purpose of enforcing the provisions of the Milk Testing Law, have, Dr. Kellogg, Chief of the Bureau, reports, made 748 inspections and visits to milk plants and receiving stations, where testing is being done.

The purpose of the law is to insure to producers of milk correct tests by competent milk testers who having passed an examination conducted by the Dairy Department of State College to determine proficiency in the Babcock test, have been licensed by the Bureau.

Inspections showed that only a few men were not fully qualified in testing and that some others, not having passed the examination, were operating without a license. In a few instances incorrect tests were found to have been made and adjustments in payment were made on the basis of check tests made by the Bureau's Dairy Expert.

### MARKET CONDITIONS IN THE PHILADELPHIA MILK SHED DURING SEPTEMBER

The advance in the price of milk effective on September 16th, has as yet made no marked increase in production and from its very nature was designed to maintain an even flow of milk rather than an increase in production.

At the close of September there was practically no surplus of milk on the market. This might be due to several causes. There has been a normal after the vacation period increase in consumption and a few warm days added to the consumption rate.

The supply of milk on the large Philadelphia platform has been about normal although some small dealers have been temporarily short of milk.

Producers of milk during September will be paid on the old basis for milk shipped from September first to September 15th and on the advanced price basis for the remainder of the month. Grade B market milk, three per cent butterfat content. (Basic quantity, delivered f. o. b., Philadelphia) is quoted at \$2.94 per hundred pounds or 6.3 cents per quart from September 1st to 15th, while from September 16th to 30th this price is quoted at \$3.29 and 7.1 cents respectively.

The price for milk of the same grade and butterfat content, delivered at receiving stations in the 51 to 60 mile zone, for the period September 1st to 15th was, \$2.37 cents per hundred pounds, while the period from September 16th to 30th the price was \$2.71 per hundred pounds.

For September cooperating buyers will pay basic price for 115 per cent of the established basic quantity.

The price of surplus milk for September at all receiving stations, three per cent butterfat content, Class I was, \$1.70 per hundred pounds. There was no second surplus milk in September. All milk in excess of 115 per cent of the basic supply will be paid for at the above price.

### Feed

The feed markets have been generally quiet, with the demand relatively inactive. Pasture, in most cases has been relatively good. Wheat feeds show a tendency toward firmness. Cotton seed meal has been drabby. Linseed meal steady with corn feeds dull.

### September Butter Prices

There has been a gradual upward trend in butter prices during the month. Quotations for 92 score solid packed butter, New York, opened the month at 43½ cents per pound and ruled steady until mid month when it showed an advancing tendency, ranging up to 46 cents, dropping however to 45½ cents where it remained until the close of the month. The average price on which surplus prices were figured for September was 44½ cents per pound.

Statistically the butter situation is considered good. Stocks in warehouses at the 26 important storage plant centers, where about three fourths of the total stocks are held, show that the large surplus over 1925, have been very materially reduced. These conditions are reflected in the general price range during the month.

Uncle Ab says he hasn't much use for the fellow who is disgusted when it rains and he wants to work out of doors, and is disgusted when it is fair when he has so many rainy day jobs.

## THE RUTHERFORD VENTILATION SYSTEM

E. GRANT LANTZ, Department of Farm Machinery, The Pennsylvania State College

"The only system (ventilation) that has invariably proven satisfactory wherever properly installed and operated is that known as the Rutherford System."

This statement appears in Bulletin 78 issued by the Dominion of Canada, Department of Agriculture. This applies to investigations conducted in Canadian barns where the normal temperature

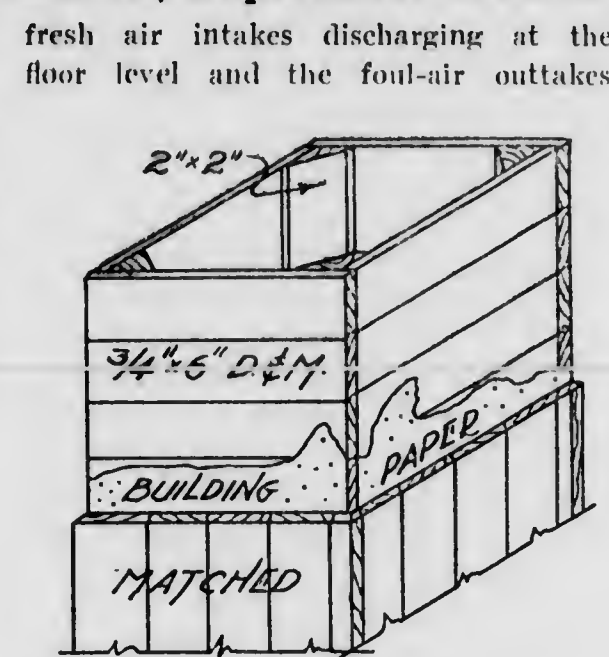


Fig. 2—Construction of Intake Flue

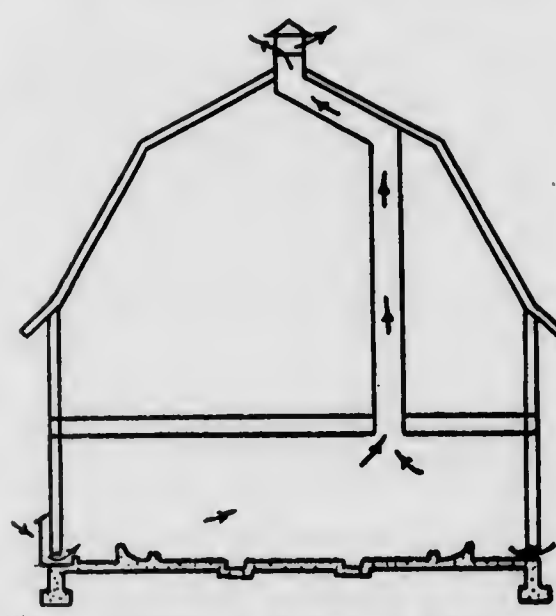


Fig. 1—Rutherford System of Ventilation

difference is considerably more than that maintained in this milk producing area.

This system received its name from the late Dr. J. G. Rutherford of the Canadian Live Stock Commission. Certainly a system with so broad a recommendation is worthy of some time and study.

The essentials of the system are the

fresh air intakes discharging at the floor level and the foul-air outtakes

the fact that the air is slowly warmed due to body heat of the animals and consequently rises and then slowly filters into the outtake opening and is exhausted.

Outtake flues are designed to carry a certain volume of air depending on the height of the flue and the difference in temperature between the stable and the

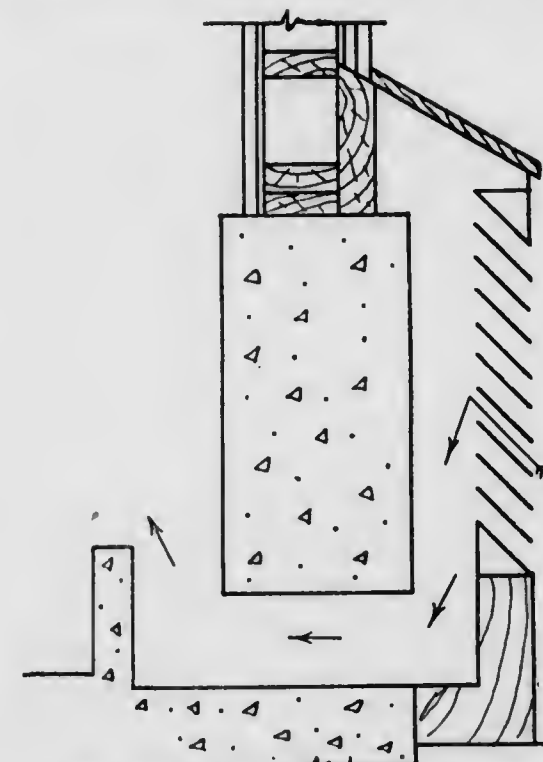


Fig. 3—Intake Flue Construction

evacuating at the ceiling and terminating in the form of an open stack as shown in Figure 1.

Placing the intakes at the floor and the outtakes at the ceiling is based on their theory that the design of the intakes gives the incoming air an upward direction which together with its velocity which carries it in the direction of the outtake. If the theory is correct an undesirable draft is created which is not good ventilating practice. A slow movement of a large volume of air is always to be desired over the rapid movement of a small volume of air providing the cubic feet moved per hour is the same. The direction and velocity of the air currents should have been attributed to

design. No fundamental data on the air movement in the various types of stacks is given and there is probably no allowance made for any change in direction of the flues. The flues themselves are constructed in the manner shown in Figure 2.

The roof ventilator is not an important factor in this system of ventilation and merely serves to prevent rain and snow from beating down the flues. It is impossible to combine capacity and weather protection in a ventilator of this design. The velocity of passing winds is not taken advantage of in a ventilator of this design.

The intake flue openings pass through the foundation wall and are protected from being filled with water by a curb on the inside of the barn while the outside louvre is designed in the Canadian recommendations so that a maximum amount of water will enter the flue. The design is changed in Figure 3 so as to comply with primary principles of louvre design. Intake flues are shown to have half the area of outtake flues which is also poor design and it is recommended that this figure be increased so that the intake flue area is twice that of the outtake flues.

Cheapness and ease of installation are the two chief advantages of this system when a large (30-40° F) temperature difference can be maintained but there is a need for redesign if this system is to be used in Pennsylvania.

## PENNSYLVANIA DEPARTMENT OF AGRICULTURE AT THE SESQUI-CENTENNIAL IN PHILADELPHIA

The Pennsylvania Sesqui-Centennial Commission and the Pennsylvania Department of Agriculture, have made plans for an agricultural week at the Sesqui, October 25th to 30th. Each day will be set apart with special emphasis on one phase of agriculture. Tentatively these days have been outlined as follows:

### Monday, October 25th

Subject—Cereal Day.  
Exhibits—Corn, wheat, buckwheat.  
Program—Not determined as yet.  
Committee—Paul Guldin, Chairman, Yellow House, Pa.; H. D. Munroe, Poultry Extension, State College, Pa.

### Wednesday, October 27th

Subject—Poultry Day.  
Exhibits—Eggs.  
Program—Not determined as yet.  
Committee—Paul Guldin, Chairman, Yellow House, Pa.; H. D. Munroe, Poultry Extension, State College, Pa.

### Thursday, October 28th

Subject—Dairy Day.  
Exhibits—Dairy products, such as market milk, ice cream, etc.  
Program—National speaker.  
Committee—R. W. Balderston, Chairman, 1211 Arch St., Phila., representing

feature Grange History in Pennsylvania.

Committee—P. H. Dewey, Chairman, Gaines, Pa. State Master, to add such members as he desires.

### Friday, October 29th

Subject—Vegetable Day.  
Exhibits—Peek lots; acres yielding 400 or more bushels of potatoes; celery, cabbage, etc.  
Program—Not determined as yet.  
Committee—T. E. Biddle, Chairman, Bustleton, Pa.; Miles Horst, Lebanon, Pa.; W. B. Nissley, State College, Pa.

### Saturday, October 30th

Subject—Apple Day.  
Exhibits—Choice Apples.  
Program—Not determined as yet.  
Committee—Robert Atkinson, Chairman,

Wrightstown, Pa., Secretary, State Horticultural Association; Paul Thayer, Horticultural Extension, State College.

Plans for Dairy Day are not yet completed, but it is expected to have a nationally known speaker and demonstrations by the Dairy Council, with a continuous operation of Dairy Council motion pictures in the motion picture room.

There will be exhibits of Pennsylvania farm products in the building throughout the week. These will include potatoes, poultry products, fruit, particularly apples and dairy products. These will furnish an opportunity for those in our great consuming centers to see the wonderful variety and extent of farm products in Pennsylvania.

## BETTER FEEDING MEANS SUCCESS

A. L. HAECKER

The largest item of expense in the stock business is the feed bill. Success in this business is largely determined by how cheaply and how well the animals are fed, and this fact probably always will be true.

The wide-spread spring drought has delayed and shortened pastures, and thousands of stock-keepers find themselves short of both hay and pasture. A proper use of the silo would have prevented much of this difficulty, and would have made a great saving in the feeding operation during the winter and early spring. The old wasteful method of

leaving the cornstalks in the field should pass out with other uneconomical practices. The threat of the corn borer now well established in Ohio, New York, Ontario and eastern Massachusetts, is a reminder that we must use preventive methods, and the silo is a way to combat the spread of the insect.

The principal use of corn is for feeding domestic animals, and its greatest economy is in the form of silage. Those who waste half of their crop should not complain of hard times and low profits.

The silo either is or is not an economic means for feeding cattle. If it is not, then every agricultural college

and experiment station has been wrong in all these scores of experiments and feeding tests; then the best stock farmers of our nation have been in error for 30 years, and more than half a million of our most progressive stock farmers have made a grave mistake. I think all will agree that they have not. Then why not a silo for the stock farmer?

There are two principal excuses for not using the silo. One—the most common, "Too much work to fill them." The other, "Can't afford to buy one." Briefly answering these excuses—we must admit that the first is a case of

laziness. It is no harder to fill the silo than to do any other kind of farm work such as harvesting, haying and threshing, etc. Answering the latter, I believe every banker understands the economy of the silo and any farmer with credit can obtain a loan to put up an equipment that will pay from 60 to 100 percent a year. A good argument by the tenant will convince most land owners that they would be wise to equip their farms with silos. As for the man who does not know, I would advise that he make inquiry and he will soon find plenty of men who can prove to him the value of the silo.



## INTER-STATE MILK PRODUCERS' REVIEW

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### Editorial



The Tenth Annual Meeting of the Inter-State Milk Producers' Association will be held at the Benjamin Franklin Hotel, Philadelphia, Pa., on Monday and Tuesday, November 22nd and 23rd, 1926.

If you wish to be fully advised as to the activities of your association, to take part in the election of directors and other important features, make it a point to attend this meeting.

Not only will it present the usual features of the associations annual gatherings, but special features will be presented, in that it marks the Tenth mile stone in the organization history.

If it be so possible that you, yourself, cannot attend, see to it that the representative from your Local holds your proxy and can participate in the elections and general business as you may direct.

These annual meetings of the Inter-State Milk Producers' Association are the members own meetings. See detailed report of the general program on page 7 of this issue.

The change in the price of fluid milk, as announced in the September issue of the Milk Producers' Review, appears to have been a popular move.

Here and there have been some objections to the adoption of the use of the 1925 basic quantity basis for 1927, but the number has been relatively small.

On the whole the producers are well pleased with the program and it is to be hoped that production may be held

on an even keel so that the necessity of price changes—due to possible flooding of the market by an over-production may be avoided and the new price basis maintained for a long period.

Consumers, on the whole have made little, if any, unfavorable comment on the price of retail milk on the street and the daily newspapers generally, have seen the necessity of the farmer being paid a living price for his product.

"Off again, On again" no doubt you have heard the story. It's that way with Daylight Saving. It was on again five months ago — now, on September 26th, it was off again.

Farmers' have been sorely troubled and confused by the so-called "Daylight Saving Ordinances in many of our cities and towns, and apparently we have got to put up with it, while the city pleasure seeker enjoys himself.

The longer we have so-called Daylight Saving the more confusing it becomes. But at any rate, until next spring, 8 o'clock will at least be 8 o'clock, morning and evening of each day.

### HOSPITALITY COMMITTEE

The Executive Committee of the Inter-State Milk Producers' Association has appointed a Ladies' Hospitality Committee for the 1926 Annual Meeting of the Association on November 22nd.

The committee consists of Mrs. Robert F. Brinton, chairman; Mrs. H. D. Allebach, Mrs. Fred Shangle, Mrs. R. W. Balderston, Mrs. F. M. Twining, Mrs. C. I. Cohee and Mrs. A. B. Waddington.

Plans are being prepared for a complete program, due announcement of which will be made in the November issue of the Review.

Ladies attending the meeting with delegates and members should arrange to participate in the program now being planned by the Hospitality Committee.

### REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The following is the report of the work done by the Quality Control Department for the month of August, 1926.

No. Farm Inspections ..... 2,211  
No. Sediment Tests ..... 428  
No. Meetings Held ..... 19  
Total Attendance ..... 7,295  
No. Reels Movies Shown ..... 17  
Miles Traveled ..... 22,036  
No. Man Days—Fairs and Ex. .... 19  
No. Temp. permits issued up to August 31, 1925 ..... 17,540  
No. Temp. permits issued up to August 31, 1926 ..... 20,147  
No. Perm. permits issued up to August 31, 1925 ..... 5,617  
No. Perm. permits issued up to August 31, 1926 ..... 8,076  
To date 58,372 farm inspections have been made.

### PHILADELPHIA ILLUSTRATES THE VALUE OF QUALITY CONTROL WORK

In the Philadelphia territory, at a recent farmers' picnic, sediment discs were shown of producers' milk shipped to dealers in that immediate locality. There was a marked contrast between the discs shown by those dealers cooperating with the Quality Control Department of the Dairy Council, and the non-cooperating dealer.

The sediment discs of the non-cooperating dealer showed only one patron in

Class I (very clean), two in Class II (good), and twenty-one in Class III (poor), and twenty-eight in Class IV (dirty).

In contrast to this grading, were the sediment discs of cooperating dealers, of which the following were typical; seventy in Class I, thirty-four in Class II; four in Class III, and none in Class IV. A similar grading was; sixty-seven in Class I, sixty in Class II, nine in Class III, and none in Class IV.

When the Dairy Council began Quality Control work 21 per cent of the milk based on the old score-card was in Class IV. For sometime only three per cent of the milk in the entire Philadelphia territory has been in Class IV, based on the new score-card.

### CROP AND LABOR CONDITIONS IN NEW JERSEY

From statistics recently compiled it is shown that on September first the condition of corn was 89 per cent. of a normal, indicating a yield of approximately 43.2 bushels per acre and a total production of 8,633,000 bushels, as compared with 10,712,000 bushels last year and 10,277,000 bushels, the average for the past ten years.

The condition of all tame or cultivated hay on September 1st was 80 per cent. of a normal. This indicates a yield of approximately 364,000 tons as compared with 411,000 tons last year.

The condition of clover on September 1st was 75 per cent. of a normal. The condition of the growing crop of alfalfa was 88 per cent as compared to 92 per cent on September 1st, 1925, and about equal to the 1924 crop.

### Labor Conditions

The supply of farm labor on September first was estimated at 82 per cent of a normal and the demand at 91 per cent of a normal, resulting in a potential labor supply of 90.1 per cent which is in comparison with a potential supply of 91.4 per cent on August 1, and 93.7 per cent on September 1, 1925.

### TUBERCULOSIS-FREE HERDS INCREASE RAPIDLY

More than 40 per cent of the dairy and breeding cattle in Pennsylvania have been tested at least once for tuberculosis, states the latest report from the Bureau of Animal Industry, Pennsylvania Department of Agriculture. In addition to the individual herds tested throughout the State, all the cattle in 477 townships located in 42 counties covering 66,012 herds and comprising 418,859 cattle, have been tested under the area plan.

Immediately following the completion of the first tuberculin test of all the cattle in a township, the township is quarantined insofar as the movement of cattle into the tested area is concerned.

The purpose of the quarantine is not to penalize the owners for having their herds tested but to protect the tested herds against the further introduction of the disease. The records of the Bureau of Animal Industry show that in dealing with infected herds and taking them as a class, the disease can be reduced to less than one per cent, after the completion of the ninety day retest. This could not be done if precautions were not taken against the introduction of more disease.

Drinking cups in the barn are a good investment for most dairymen. Cows need lots of water and it should be supplied liberally.

### DIRECTORS' MEETING

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association was held at its headquarters in the Boyertown Building, Philadelphia, on September 16th, 1926. Every member of the Board was in attendance.

Secretary R. W. Balderston read the minutes of the previous meeting as well as the minutes of the various meetings of the Executive Committee, held since the last meeting of the Board, which were approved. The secretary also presented a list of expenditures, since the last meeting of the Board, which was also approved.

Robert F. Brinton, treasurer, presented a financial report of the association, as of September 1st, 1926, which was on motion approved.

H. D. Allebach, president, presented a complete report of the activities of the Executive Committee, in connection with the advance in the price of fluid milk to the farmer. The general program as to the provisions regarding this increase was approved by the Directors.

The Secretary announced the following expiration of members of the Board of Directors, effective with the annual meeting on November 23rd, 1926.

H. D. Allebach, Montgomery County, Pa.

F. P. Willis, Delaware County, Pa.

E. H. Donovan, Kent County, Del.

Robt. F. Brinton, Chester County, Pa.

S. K. Andrews, Dorchester County, Md.

Ira J. Book, Lancaster County, Pa.

Albert Sarig, Berks County, Pa.

S. Blair Lehman, Franklin County, Pa.

These directors or their successors will be elected for a term of three years.

A general discussion followed in connection with the various milk trucking conditions in various parts of the territory.

Prof. A. A. Borland, of Pennsylvania State College, attended the meeting and made a brief address, in which he complimented the organization on its effective methods of marketing the milk supply in the Philadelphia Milk Shed.

A delegation from Dorchester County, Maryland, headed by County Agent Keller, also attended the meeting. Mr. Keller made a brief address.

General market conditions were presented by a number of the directors, after which the meeting adjourned.

Statement of the ownership, management, circulation, etc., required by the Act of August 24, 1912, of the Inter-State Milk Producers' Review, published monthly at West Chester.

Editor, August A. Miller, Brookline, Delaware County, Pa.; Business Managers, August A. Miller, Brookline, Delaware County, Pa.; Frederick Shangle, Trenton, New Jersey; Publisher, Inter-State Milk Producers' Association, Philadelphia, Pa.

Owner: (If a corporation, give its name and the names and addresses of stockholders holding 1 per cent. or more of total amount of stock. If not a corporation, give names and addresses of individual owners.) Inter-State Milk Producers' Association, H. D. Allebach, Trappe, Pa.; Fred Shangle, Trenton, N. J.; R. D. E. Nelson James, Rising Sun, Md.; E. H. Donovan, Brenford, Delaware; R. W. Balderston, Media, Pa.; R. F. Brinton, West Chester, Pa., and 20,303 others.

Known bond holders, mortgages and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities: (If there are none, so state.) None.

Average number of copies of each issue of this publication sold or distributed, through the mails or otherwise to paid subscribers during the six months preceding the date shown above. (This information is required from daily newspapers only.)

AUGUST A. MILLER  
Sworn to and subscribed before me this 30th day of September, 1926.

W. H. Henderson  
Notary Public  
My commission expires March 27, 1927.

Alfalfa hay and corn silage together supply ideal roughage for dairy cows.

## LATEST MARKET PRICES

**PHILADELPHIA SELLING PLAN**  
The basic and surplus provisions of the Philadelphia Selling Plan again became effective with January, 1926. The basic quantity is represented by the average monthly shipment of milk during October, November and December, 1925.

Beginning with January, milk will be paid for by cooperating dealers, on the basic and surplus plan. Milk shipped in excess of the basic quantity and equal to it in amount, will be paid for on the average New York, 92 score butter, solid pack, price for the month, plus 20 per cent.

For the month of September producers will be paid 115 per cent of their basic quantity at basic prices. These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

**INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES**  
(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.

(2) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

**BASIC PRICE**  
September 1st to 15th  
F. O. B. Philadelphia  
Grade B. Market Milk

Test per cent. Price per qt. Price per 100 lb. Price per 100 lb. 3% milk

3.05 2.96 6.35 2.44  
3.1 2.98 6.4 2.44  
3.15 2.99 6.45 2.44  
3.2 3.02 6.5 2.44  
3.25 3.04 6.55 2.44  
3.3 3.06 6.6 2.44  
3.35 3.08 6.65 2.44  
3.4 3.1 6.7 2.44  
3.45 3.12 6.75 2.44  
3.5 3.14 6.8 2.44  
3.55 3.16 6.85 2.44  
3.6 3.18 6.9 2.44  
3.65 3.2 6.95 2.44  
3.7 3.22 7.0 2.44  
3.75 3.24 7.05 2.44  
3.8 3.26 7.1 2.44  
3.85 3.28 7.15 2.44  
3.9 3.3 7.2 2.44  
3.95 3.32 7.25 2.44  
4.0 3.34 7.3 2.44  
4.05 3.36 7.35 2.44  
4.1 3.38 7.4 2.44  
4.15 3.4 7.45 2.44  
4.2 3.42 7.5 2.44  
4.25 3.44 7.55 2.44  
4.3 3.46 7.6 2.44  
4.35 3.48 7.65 2.44  
4.4 3.5 7.7 2.44  
4.45 3.52 7.75 2.44  
4.5 3.54 7.8 2.44  
4.55 3.56 7.85 2.44  
4.6 3.58 7.9 2.44  
4.65 3.6 7.95 2.44  
4.7 3.62 8.0 2.44  
4.75 3.64 8.05 2.44  
4.8 3.66 8.1 2.44  
4.85 3.68 8.15 2.44  
4.9 3.7 8.2 2.44  
4.95 3.72 8.25 2.44  
5.0 3.74 8.3 2.44

When milk is not tested the price f. o. b. Philadelphia is 7½ cents per quart.

**BASIC PRICE**  
September 16th to 30th  
F. O. B. Philadelphia  
Grade B. Market Milk

Test per cent. Price per qt. Price per 100 lb. Price per 100 lb. 3% milk

3.05 2.96 6.35 2.44  
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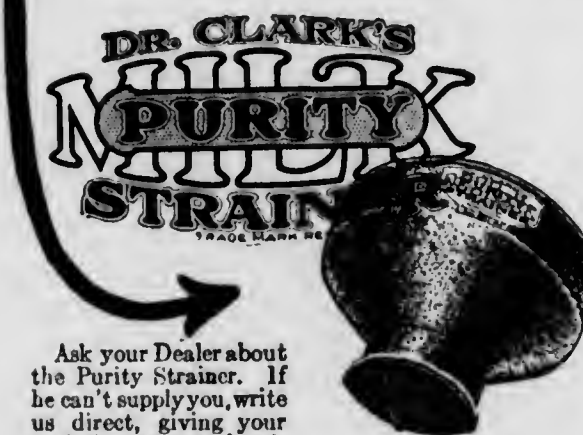


**"I Wouldn't try to Sell Milk Without It"**

Gentlemen. Have tried other strain-ers but could never get our milk entirely clean until we bought a Dr. Clark Purity Strainer. Would not try to sell milk without it now. Three of our neighbors use them and they all say they are just as guaran-teed. We are perfectly satisfied.

Yours truly,  
Mrs. Elizabeth Borts

Thousands of farmers and milk producers have had similar experiences with the Dr. Clark Purity Milk Strainer. It has helped them find the way to better milk profits. Purity-strained milk practically assures the Grade "A" test because ALL the dirt is removed. That is our guarantee,—every particle of dirt and sediment removed or your money refunded.



**DR. CLARK'S PURITY MILK STRAINER**

Dept. F  
PURITY Cotton Discs are made in any size from 5 1/4 in. to 7 in. diam. for all makes of strainers or filters. Send for a trial order.



Let Us Design Your Stationery

Pedigree Catalogs a Specialty

**Horace F. Temple**

Printer

Bell Phone No. 1 West Chester, Pa.

**COMPLETE POWER MILKER \$35**

Ready to milk when you get it. No need for assistant. Cows suckling to install. Easy to clean. After the 30 Day Trial—10 Year Guarantee—no money refunded. Write today.

OTTAWA MFG. CO.  
425 York St., Ottawa, Ont.  
425 York St., Pittsburgh, Pa.

## MAKE HAY WHILE IT RAINS

(Continued from page 1)

pay fancy prices in the way of concentrates. Mr. Mason's idea was to furnish cheap and abundant protein and that he succeeded is shown by comparisons. Sun cured alfalfa which contains 15% is considered a very good product. Mason alfalfa contains 18% to 22% which means about one third more protein in every ton handled. Furthermore it must be remembered that much sun cured alfalfa does not contain as much as 15% if it has been wet several times or delayed in curing. It may contain considerably less; whereas Mason alfalfa is cured rain or shine and is always of a bright uniform green color and of a high uniform feeding value. All things considered, it costs no more to produce than the sun cured article. For Eastern U. S. where it rains about one third of the days during the hay-making season it is the ideal thing.



Cutting, Elevating and Delivering Alfalfa to the Truck

Curing alfalfa is not the only thing which this appliance does. A demonstration was given of curing young and tender soybean plants and thereby getting a higher yield of digestible nutrients than is possible by sun curing. We may look for soybean meal to take a prominent place in the market. It will also cure cowpeas and other legumes as well as cereals and grasses.



General View of Plant and Storage Barn

Particular attention is called to oats and its possibilities. Chemists confirm the statement that oats cut and cured in "the milk stage" contain almost as much food value pound for pound as the grain itself and this oat hay or meal, if it is ground, is at the stage of maximum digestibility. By cutting and curing in the milk stage about 2 tons of

dry matter is obtained which contains about 350 lbs. of protein. By waiting a month or more later and threshing 40 bushels of oats only 130 lbs. is obtained to which can be added about 80 lbs. more if the straw is fed. It can be seen very readily that about one and three quarters as much feed per acre can be obtained by the Mason System to say nothing of the advantage of getting the field back into another crop a month or six weeks earlier than is now possible.



A View of the Furnace Used for Heated Air to Dry the Alfalfa

This new dryer is destined to have a very decided effect on certain types of farming but "every rose has its thorn" and the thorn in this case is that it is not adapted to small farms. When it is stated that it will take care of 15 acres of alfalfa per day one can see that it would be needed on a small farm only a few days in the year and that interest on the investment would be too great to make it profitable.



A General View of the Plant, Showing Elevator Carrying Hay to the Dryers

For the most economical results it should be operated the greatest possible number of days each year. The various crops which it will handle makes this possible from April until frost comes. For instance, it can be operated on young rye late in April or May, on oats and alfalfa in June, alfalfa until September and soybeans or cowpeas until frost. All the possibilities have not been worked out but it is assured that a single drying plant will take care of the crops of 600 acres or more. Few farms are this large but in certain sections a community dryer could be installed or farmers could pool interests to advantage.

### MILK CONTAINER LAW PROTECTS THE PUBLIC HEALTH

The Milk Container Law, passed at the last session of the Legislature, is in general being very well complied with, as a close inspection throughout the State shows that milk is being sold by the bottle, as the law requires, instead of by the glass. The handling of milk in this way, particularly in the summer months, has been very effective and has also been the means of supplying to the users of this food product a milk which in both butter fat and total solids content, as a rule, meets the requirements of the law.

Selling of milk from open containers such as pitchers, glasses and tanks in

road side booths and restaurants along the highway is now prevented by this law, and tourists stopping at such places for food and drink will find throughout the State that the milk purchased is not only delivered in a sanitary clean manner but that it also will be less likely to be found deficient. All these road side eating places are required to meet the requirements of this law in the same manner as are hotels, restaurants and dining rooms which cater to the public in cities and larger centers.—Dr. James W. Kellogg, Director, Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture.

You pay once only for any Concrete Farm Improvement

### Concrete Milkhouse Increases Profits

Cool, clean, permanent, easy to build, economical. All these desirable qualities in a milkhouse can be assured by building it of Concrete.

Concrete milkhouses are making money for thousands of farmers. Creameries pay premiums for milk kept cool and sweet in sanitary concrete buildings.

Concrete milkhouses and other improvements on the farm can be easily built by following a few simple directions. Write today for our free illustrated booklet, "Plans for Concrete Farm Buildings."

PORTLAND CEMENT ASSOCIATION  
33 West Grand Avenue  
CHICAGO  
A National Organization to Improve and Extend the Uses of Concrete  
OFFICES IN 31 CITIES



### Lost 11 Calves from Contagious Abortion Used B-K—No More Losses

Before he realized what was wrong, Peter Shallow had lost 11 beautiful Guernsey calves from contagious abortion. Then he began using B-K on other cows of the herd due to calve in about 100 days. All came out healthy.

**Wonderful for Removing Retained Afterbirth**  
Mr. Shallow also says: "I also found B-K the greatest thing out for cows that don't clean readily after calving. This is a job I always had to do by hand, but now I use B-K by injecting about a gallon of water and B-K solution, at the rate of 1 oz. to 6 quarts of water, and have never known it to fail in bringing all things right before the fourth day."

**Calf Scours**  
On thousands of Farms B-K is kept on hand constantly for retained afterbirth, abortion, calf scours, dairy sterilizing, disinfection for poultry and similar uses. It is non-poisonous, clean, and leaves no odor. Dependable and cheap.

**Retained after Birth**  
Write for valuable book about the use of B-K for live stock. The information it gives has saved farmers many thousands of dollars. Address:

General Laboratories Dept. 1074 Madison, Wis.  
How to Turn Losses into Profits  
Cure Calf Scours, Poultry, etc.

## OFFICIAL NOTICE TENTH ANNUAL MEETING OF THE STOCKHOLDERS OF THE Inter-State Milk Producers' Ass'n

Monday, November 22nd, 1926  
At the Benjamin Franklin Hotel  
9th and Chestnut Streets, Philadelphia, Pa.  
AT 10.00 A. M.

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association will meet at the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia, Pa., Monday morning, November 22nd, 1926, at 10.00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
R. W. BALDERSTON, Secretary

### PROGRAM

10.00 A. M. Election of Directors  
Reports of Officers and Auditors  
Report of Testing Department

2.00 P. M. President's Annual Address  
Address by Francis R. Taylor, Esq.  
Discussion of Market Conditions

### SPECIAL ENTERTAINMENT FOR THE VISITING LADIES

Beginning at 10.00 A. M.

Further Announcement in the November Issue of "The Review"

### ANNUAL BANQUET

Benjamin Franklin Hotel

NOVEMBER 22nd, 1926, at 6.00 P. M.

Attractive Program

Good Music

Special Dairy Council Plays

BANQUET TICKETS \$2.50

IF YOU CANNOT ATTEND, SIGN AND DETACH THE FOLLOWING PROXY AND GIVE IT TO YOUR DELEGATE REPRESENTATIVE, OR MAIL TO THE SECRETARY OR ANY OTHER OFFICER OF THE ASSOCIATION

### PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION INCORPORATED 1917

REGISTERED  
WITH

CORPORATION TRUST COMPANY OF AMERICA  
WILMINGTON, DELAWARE

PROXY  
STOCKHOLDERS' MEETING

### Know All Men by these Presents,

That I, the undersigned, being the owner of

shares of the capital stock of the corporation above named, do hereby

constitute and appoint my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Benjamin Franklin Hotel, 9th & Chestnut Sts., Philadelphia, Pennsylvania, on the Twenty-second day of November, 1926, and on such other day as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of the said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this

day of

1926.

Witness: ..... (Seal)

(ENCLOSE 10 CENTS IN STAMPS WITH PROXY FOR REVENUE TAX)





## MAKE HEALTH WHILE THE SUN SHINES

The other day we watched some children holding wraps around themselves, and picking their way carefully across the road, barefoot.

"What are they going to do," I asked for they obviously had something definite in view. "They are probably going to take their sun bath," my hostess explained.

In a few minutes we saw them playing in a back yard with no clothing except little white bloomers.

One of the boys had been ordered by a specialist to take sun baths and the little neighborhood group were sharing his prescription and making a game of it.

More and more, we are learning the value of sunshine as medicine and the reason for its value. We long ago learned to open up dark corners and let in the sunlight. We have long appreciated the cheer and pleasure of a room flooded with sunshine. But only lately have we known that the ultra-violet rays of light acted directly on the body with beneficial effect.

A prism will break a ray of light into the rainbow colors with which we are so familiar. There are rays at either end of this light scale which do not show in the rainbow. The ones at the violet end are called ultra-violet because they are beyond the violet, and they are the ones that are attracting attention now.

The students experimenting with these ultra violet rays of light discovered that they do not pass through glass. Therefore, to derive any benefit from them, we must enjoy them in the open air. This fact explains the reason for the sun baths in the back yard; sun baths in the house would not have the same effect.

Interesting experiments with chickens support this theory. Pens of chickens have been exposed to sunlight coming through glass, to sunlight coming direct, and to light without the sun. The pen getting sunlight through glass showed better developed birds than those in the pen getting no sun; the ones living in direct sunlight were the strongest and best developed of the three.

At the calf barns, the calves allowed to spend the winter in open sheds were stronger and better developed than those kept in the barn.

It is well that experiments can be made on animals to try out these theories but we must not let the knowledge thus gained rest with the live-stock men. If we can use their results to advantage with our children, we want to seize every chance to do so.

School offers a serious handicap to carrying out any such program with children of school age, but with the little folks at home it is well to arrange for them a warm, sunny, out of door play room. Often canvas stretched across the west or north end of the porch will give a sheltered exposure in the sunshine. Perhaps there is a sheltered corner of the lawn or farm yard where a temporary board floor or platform could be built to furnish a dry, sunny play room.

Summer time calls us out of doors in spite of ourselves so there is not likely to be a deficiency of fresh air and sunshine then, but when Jack Frost comes around we close doors and windows and live on the sunshine we stored up during warm weather. Toward spring this supply is gone and we are more subject to infection and disease unless we take particular pains to keep our supply renewed. Sunshine in winter and the early spring months comes in doubtful quantity and we must make good use of it whenever we have it.

Sunshine is the chief and most accessible remedy for tuberculosis and rickets.

with plenty of sunshine, fresh air, milk, eggs, fruit and vegetables should have this same affliction even in slight degree.

Dr. E. V. McCollum says:—"Few people realize the gravity of the situation as respects rickets among children. Almost all children in industrial districts of England and of Scotland suffer from the disease. It is extremely prevalent in various parts of Europe. Physicians in many parts of the United States have estimated that from 50 to 80 per cent of the children in this country have the disease in some degree of severity some time in infancy or childhood.

Rickets is essentially a disease brought

scription for the doctor to give. Sunshine is a remedy which every mother can give and feel that in doing so she is building up a vigorous, healthy condition in her child.

Dr. McCollum makes this interesting observation on the connection between climate and rickets:

"In harmony with what has been said about the protective influence of cod liver oil and of sunlight against the development of rickets, we do not find rickets in the Arctic regions where the food of people is so largely composed of fish or animals which feed upon fish. Such a diet provides liberal amounts of Vitamin D. While rickets is extremely prevalent in many parts of the north temperate zone it is very rare in the tropics. This is due to the constant irradiation of the skin with rays of the sun. It is only the very short, or ultra violet rays of sunlight which are effective. These rays are filtered out and are absorbed by ordinary glass so that sunlight which passes through glass has no appreciable effect in preventing rickets in infants or in promoting their well being. In the temperate regions of Europe and of America an infant born in late summer, which must pass a large part of the first year indoors, often in a poorly lighted room, is at a great disadvantage. A great many of the babies born in the fall months have developed at least a mild grade of rickets by spring."

It is stated by an eminent authority that "rickets is a price paid by man for his abandonment of a life out-of-doors and a natural diet for a life in houses and a diet of denatured foodstuffs; it is the sign of the operation of the immutable law of nature that nothing out of accord with her shall flourish.

### INFALLIBLE RECIPE

To Preserve Children. — Take one large, grassy field, one-half dozen children, two or three small dogs, a pinch of brook and some pebbles. Mix the children and dogs well together and put them in the field, stirring constantly. Pour the brook over the pebbles. Sprinkle the field with flowers. Spread over all a deep, blue sky, and bake in the hot sun. When brown, remove and set away to cool in a bath tub.

M is for milk,  
You need to drink plenty  
But no tea or coffee before you are  
twenty.

This verse is part of the health alphabet appearing in the little magazine "Health and Science", written by pupils in the Junior High School of West Reading, Pa.

The magazine reflects the children's interest in health topics.

Milk makes firm flesh and puts glow in the cheeks. It keeps grown-ups strong, vigorous and young-looking. It is wonderful to keep up vitality and repair the wear and tear of the body.

## Ladies of the Inter-State Milk Producers' Association

The Hospitality Committee is again planning a meeting to be held Monday, November 22nd, in the office of the Inter-State Milk Producers Association, Boyertown Building, 1213 Arch St., Philadelphia, in connection with the Tenth Annual Meeting of the Association.

A cordial invitation is extended to all members of the Association to attend the meeting and the luncheon which will be served by the Dairy Council Staff.

Please watch next month's Review for further details of the program.

Mrs. ROBERT F. BRINTON, Chairman

Mrs. H. D. ALLERACIE  
Mrs. C. I. COHSE  
Mrs. R. W. BALDERSTON

Mrs. FRED SHANGLE  
Mrs. F. M. TWINING  
Mrs. A. B. WADDINGTON

Its use with tuberculosis has been accepted for several years. Its connection with rickets is being studied now.

As the knowledge of nutrition and health increases, at the same time the ability to diagnose conditions brought on by poor health habits increases. This knowledge aided by x-ray shows a surprising prevalence of rickets. This disease is shown by bone deformity due to improper calcification.

Bow-legged children are our most obvious example of this condition. In Europe after the war, children showed many other severe forms of the same trouble due to poor nutrition through food shortage. It is a new thought that our own children, brought up on farms

about by nutritional disturbance. One of its chief manifestations is abnormalities in the growth of the bones. It is not, however, a disease the effects of which are restricted to the bones, but rather one affecting all parts of the body. It is most common between the seventh month and the end of the second year of life, but may occur earlier or later."

Again we turn to nutrition authorities for help to correct the trouble. Sunlight and cod liver oil are the most important remedies. As our American foods do not contain Vitamin D in any appreciable quantity cod liver oil is our best supply of it. Sunshine is just as valuable, fortunately, and much more easily obtained. Cod liver oil is a per-

### BUREAU OF DAIRYING DRAFTS RULES FOR MILK CONTESTS

Cities, villages, and even whole counties are improving their milk and cream supply through scoring contests, says the United States Department of Agriculture. While the contests are of various kinds, all of which serve to create an interest in better-quality milk, two general classes are emphasized by the department as worthy of consideration. These are the contests in which samples of milk and cream are submitted voluntarily and surprise contests in which the samples are collected from the distributor or produced without warning. The Bureau of Dairying has drawn up plans for use in such contests which should be of interest to any community contemplating a milk-improvement program.

Where the samples are specially prepared by the exhibitor and submitted voluntarily for scoring, the results may or may not indicate the quality of the product regularly sold. And yet, says the department, when contests are first held in a community or large territory, they do have considerable educational value because they show that milk of high quality can be produced by observing certain simple rules. Voluntary samples are perhaps a better method to use in the first stages of improvement work.

Surprise contests, on the other hand, are a means of determining the average quality of the milk which each distributor is selling daily. Each dairy is generally scored on the average of several samples taken at random over a period of several months. The score is therefore representative of the daily output. Well-organized inspection departments usually give the dairymen reports on each sample soon after it is collected, and if it is unsatisfactory there is a chance for improvement before another is collected. For this reason an excellent opportunity is offered the inspector for doing educational work. This, coupled with the public recognition given dairymen who produce a superior product, has helped to obtain marked improvement in the quality of milk and cream in communities where surprise contests have been made a part of the regular inspection program.

### DAIRYMEN USE UNIQUE SYSTEM TO BUY COWS

Northumberland county Pennsylvania dairymen held a unique sale of cattle at Milton a few weeks ago. Twenty-one cows, four heifers, and one bull, purchased in Susquehanna county, were sold at an auction similar to the one held in Union county last spring.

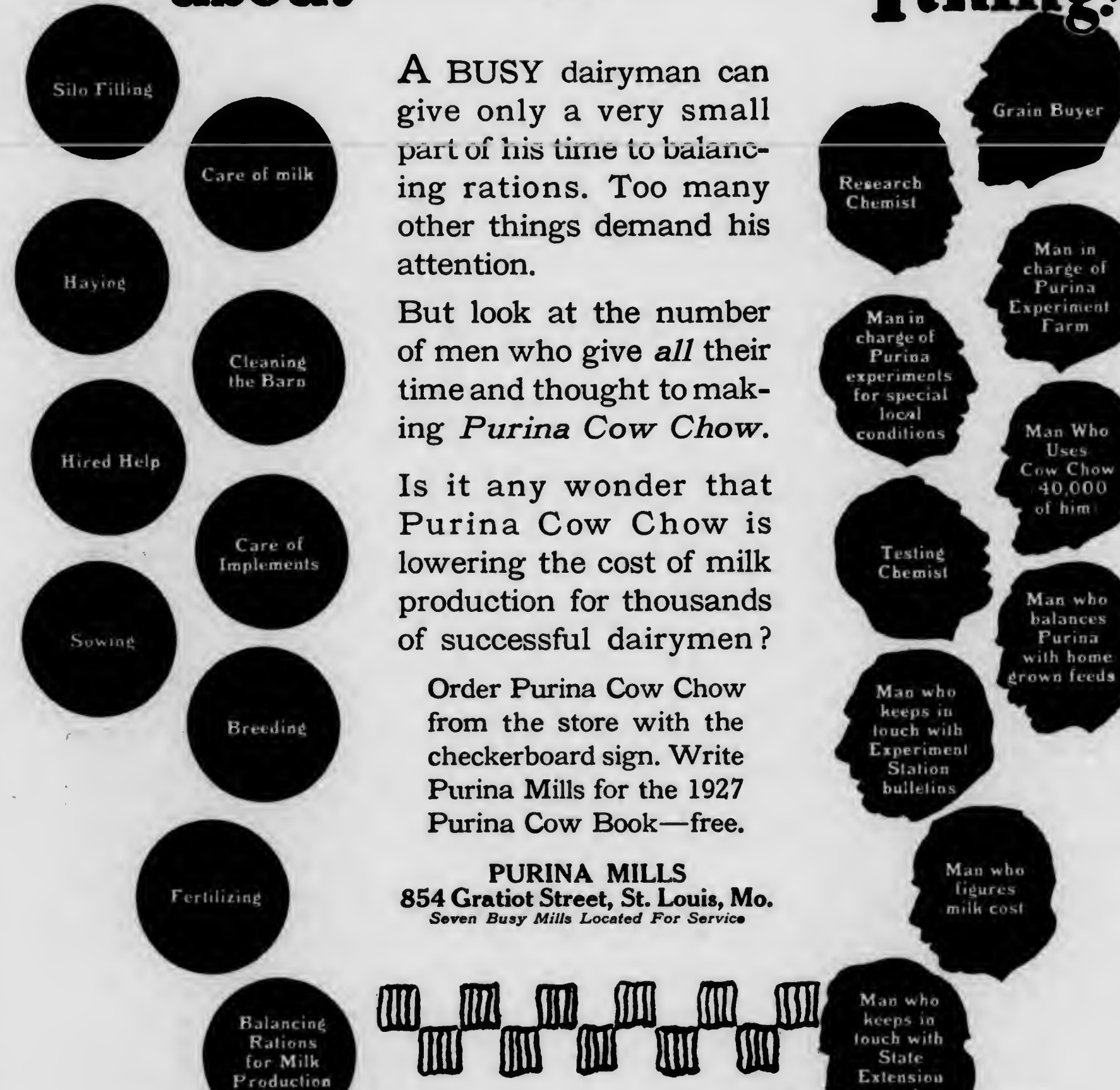
As each animal was led into the ring the sale price, which was the actual price plus expenses, was announced. The breeding of the animal was also given. All who wished the animal at the indicated price put their names into a box from which a drawing then was made.

The animals submitted at the sale were selected by R. R. Welch, dairy extension specialist of the Pennsylvania State College; F. W. Myer, agricultural extension representative in Northumberland county, and W. H. Fairchild, banker-farmer of Milton. The Milton Trust and Safe Deposit Company financed the undertaking.

### WEIGH AND TEST MILK

Type is important in the selection of dairy cows, but it cannot take the place of the milk scales and Babcock test.

## 10 things for 1 man to think about OR 10 men to think about 1 thing!



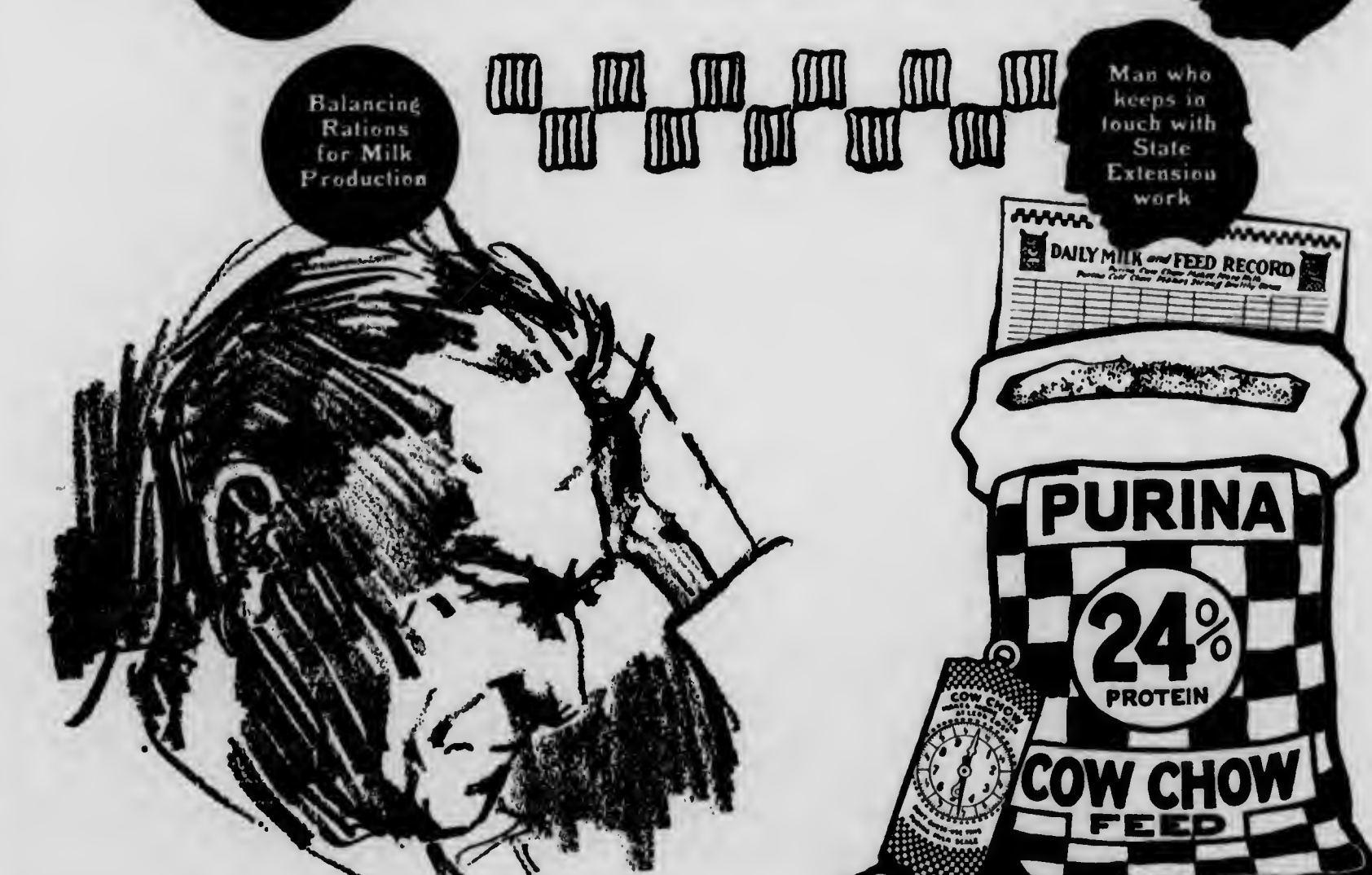
A BUSY dairyman can give only a very small part of his time to balancing rations. Too many other things demand his attention.

But look at the number of men who give *all* their time and thought to making *Purina Cow Chow*.

Is it any wonder that *Purina Cow Chow* is lowering the cost of milk production for thousands of successful dairymen?

Order *Purina Cow Chow* from the store with the checkerboard sign. Write *Purina Mills* for the 1927 *Purina Cow Book*—free.

**PURINA MILLS**  
854 Gratiot Street, St. Louis, Mo.  
Seven Busy Mills Located For Service



## PHILADELPHIA INTER-STATE DAIRY COUNCIL

The various departments are at your service and will assist you in planning

## EDUCATIONAL ENTERTAINMENT

for your Community, Local or Club Meetings. Lectures, Speakers, Motion Pictures, Lantern Slides, etc. Write us for detailed information and program.

R. W. BALDERSTON, Sec'y, 1211 Arch Street, PHILADELPHIA



**68** Bradford County Registered Holsteins **68**  
 SALE PAVILION, TROY, PA.  
 SATURDAY, OCTOBER 23RD  
 44 Cows, fresh — 15 Bred Heifers — 9 Bulls  
 Federal Tuberculin tested, most of which are fully accredited. For catalog apply to  
 R. H. FLEMING, TOWANDA, PA.

**BULL BRAND FEEDS**  
 DAIRY STOCK POULTRY  
  
 B. B. (BULL BRAND) Dairy Ration eliminates feeding troubles, and makes dairying profitable and pleasant.  
 MARITIME MILLING COMPANY, INC.  
 CHAMBER OF COMMERCE BLDG. BUFFALO, N. Y.  
 COST LESS — PRODUCE MORE

**NICE**  
 THE NAME TO GO BY—WHEN YOU GO TO BUY  
 PAINTS AND VARNISHES  
 Write for Color Cards and Booklet "Paint Pointers"  
 EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

**Make Us Prove Our Guarantee**

We have made this statement for many years. International Special Dairy Feed will increase milk production at least 20 quarts per sack over any unbalanced ration now being used.

That's a broad statement to make. But we go farther. We also say that if it doesn't deliver the 20-extra quarts per sack you get our bank check for the difference. If you are using home grown grains or other unbalanced rations you can qualify for this all-in-your-favor offer.

### Always A Reason

There's no mystery about International Special Dairy Feed. The reason for the unending success of this great feed lies in the special blending process. Only the choicest ingredients obtainable go into Special Dairy Feed. At regular intervals all through the day trained laboratory men test the feed as it goes through the various processes. No feed could be better than this for this all-in-your-favor offer.

### INTERNATIONAL SPECIAL DAIRY FEED FOR GREATER MILK PRODUCTION

We want you to try for those 20-extra quarts per sack at our expense. Have your local dealer deliver a trial ton. Feed it as a complete ration or mix with home grown grains according to directions on the sack. Then compare results. If it doesn't do as we guarantee we pay you the difference between what you get and the 20-extra quarts per sack we guarantee. That's a fair proposition isn't it?

If you do not know what dealer handles International Special Dairy Feed in your territory write us for his name. The quicker you get the sooner you get the extra milk profits.

**International Sugar Feed Co.**  
 Minneapolis, Minn.

**20 Extra Quarts From Every Sack — GUARANTEED!**

### How to Keep Milk Sweet

Bad utensils make bad bacteria  
 Bad bacteria make bad milk  
 Bad milk makes bad customers  
 Bad customers make bad business  
 Good B-K makes good utensils  
 Good utensils make good milk  
 Good milk makes good customers  
 Good customers make good business  
**easy the B-K way**

WHAT makes milk sour? Authorities are agreed the most common cause is seeding of the milk with bacteria from contact with non-sterile utensils, etc. Furthermore, cans sterilized at the factory become seeded again through exposure, so that by the time the farmer is ready to use them, they are infected. The only safe plan is to sterilize all cans and utensils just before using, at the farm, with a B-K rinse. Tests prove it kills 95% of the bacteria.

You will find it pays to use B-K. It costs only a couple of cents a day to keep utensils and milk-house sweet and clean. You'll prevent sour, off-flavored milk and odor.

**Write Today for FREE Bulletin** telling all about B-K way for quick, easy sterilizing of cans, buckets, separators, milking machines, etc.

**General Laboratories** Dept. 108 H  
 Madison, Wis.

**TESTED COWS FOR SALE**  
 100 head on hand at all times to select from. Will sell one cow or a cload. Have Holsteins, Guernseys, and Milking Short Horns. Buy your cows in Bradford County, the largest and cleanest county in the state. Only 5% reactors.  
 JOHN P. FRETZ, Troy, Pa.  
 Bell Phone 55

**MANAGE COWS FOR PROFIT**  
 Proper management of dairy cows plays an important part in the economical production of milk and butterfat.

### WATER BEFORE DAIRY COWS AT ALL TIMES INCREASES YIELD

Experiments conducted at the Federal dairy farm at Beltsville, Md., on the drinking habits of dairy cows indicate that a greater quantity of water will be utilized when available at all times than when offered but once a day. Cows watered but once a day not only drank less but also produced less milk than when watered at will from watering cups. Cows watered twice a day drank as much as when watered at will, but did not produce so much milk.

The cows used in the tests were average producers, and the maximum difference found in production between watering once a day and at will, was only about 5 per cent. The higher the production, however, the greater the benefit to be derived from frequent watering.

Some low-producing cows fed silage, hay, and grain refused to drink more than once a day in cold weather. With cows of similar production and receiving the same kind of feed, water consumption was 80 per cent greater in hot summer than in cold winter weather. The demand for water was greatest after eating hay. In cold weather cows prefer water that has been warmed, and will drink more of it, though experiments at several stations show that the amount of production is influenced but little by warming the drinking water.

Less water is required when large quantities of such feeds as beets or mangel are fed.

### FOR SALE

The Old Home Farm, Allamuchy, New Jersey offers for sale Holstein Heifers and Heifer Calves of the best breeding priced for sale. May offer two Heifer Calves by my thirty pound bull. I am only offering these cattle for sale because I am overstocked. Ordinarily only the best pure bred prices would take them.

EUGENE B. BENNETT,  
 or DREW BROTHERS  
 Allamuchy, New Jersey

### PHILADELPHIA

WOOD and CEMENT STAVE  
 TILE and COPPERED METAL  
**SILOS**  
 SPECIAL PRICES NOW  
 CASH or MONTHLY Payments



E. F. SCHLICHTER CO.  
 80X M. P. 10 S. 18TH ST., PHILA.

### Willard

Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage Battery Station**

West Chester, Pa. Coatesville, Pa.

"Train the youngsters of today in habits of working together and we need not worry about the cooperation of the farmers of tomorrow."

—University of Delaware.

### REPORT OF THE FIELD AND TESTING DEPARTMENT OF THE INTER-STATE MILK PRODUCERS' ASSOCIATION

The following tabulation shows the aggregate operation of all of the Inter-State Milk Producers' Association's field men in connection with testing, weighing and general membership work, for the months of July and August, 1926.

	July	August
No. Tests Made	7900	6651
No. Plants Investigated	87	71
No. Membership Calls	227	265
No. New Members Signed	79	87
No. Cows Signed	542	663
No. Transfers Made	11	22
No. Meetings Attended	6	19
No. Attending Meetings	626	1287

### SESQUI-CENTENNIAL LIVE STOCK SHOW

(Continued from page 1)

In the aged bull class, 3 years old and over, first prize went to James E. Davidson, Ithaca, Mich., on Strathglass Roamer. Bulls, 2 years, first went to Middlesex Meadows Farm, Essex, N. Y., on Middlesex Novella.

On aged cows, 5 years old and over, first prize went to James E. Davidson, Ithaca, on Peshurst Jesabell.

The award to 4 year old cows went to Barr Flapper owned by Strathglass Farm, Port Chester, N. Y.

On three year old cows the award went to Alta Crest Bright, owned by Alta Crest Farms, Spencer, Mass. The Senior yearling award went to the same owners as did also that for heifer calves.

Cow, 4 years or under, which has produced in official test of 300 days or more, butterfat exceeding by 50% the requirements for admission to Advanced Registry or Register of Merit: 1, Middlesex Meadows Farms, on Imperial Mayflower; 2, Old Forge Farms, Spring Grove, Pa., on Betty's Son's Priscilla of O. F.

Cow, over 4 years, which has produced in Official Tests of 300 days or more, butterfat exceeding by 50% the requirement for admission to Advanced Registry or Register of Merit: 1, James E. Davidson, Ithaca, Mich., on Christmas Belle 4th; 2 and 3, L. S. Clough, Spring Creek, Pa., on Donnie and Primrose of B. M.

The Senior and Grand Champion male, went to Strathglass Farms, Port Chester, N. Y., on Strathglass Roamer, while the Junior Champion male, on Strathglass Yellow Chief, went to the same owner.

The Senior and Grand Champion female award went to Strathglass Farms, on Barr Flapper, while the Junior Champion female, went to Alta Crest Farms, Spencer, Mass., on Alta Crest Spicy Girl.

#### Guernseys

The Guernsey breed was represented by an exhibit of over 350 animals. Many of these were outstanding animals in their classes and were shown by breeders from all parts of the United States.

In addition to the four major dairy breeds, there was an extensive exhibit of Milking Short Horn cows, bulls and heifers.

#### Sheep

There was a large exhibit of sheep including outstanding representation of the Shropshire, Hampshire, Oxford Down, South Down, Coateswold, Lincoln, Dorset Horn, Shetland, Rainboullet, Merino and Delaine Merino breeds.

#### Swine Show

The swine show had an outstanding representation of Berkshire, Chester White, Duroc Jerseys, Hampshires, Poland China and Spotted Poland China breeds.

#### Horse Show

There was a large display of Percheron, Belgian, Clydesdale, and Shire horses which attracted marked attention on the part of visitors.

Taken on the whole the exhibit was one well worth seeing and attracted a large number of visitors. Not only local people but from many breeders and exhibitors throughout the country.

#### GOVERNMENT REPORT

##### ON T.B. TESTING

A current report of progress in tuberculosis eradication just issued by the United States Department of Agriculture shows an increase in the number

**Try 2 bags**  
 It Costs You Nothing—  
 If Larro Does Not Satisfy

Go to your nearest dealer and get two bags (200 lbs.) of Larro Dairy Feed. Feed them to any one of your cows.

If Larro fails to produce more milk—or if for any other reason you are not satisfied—return the empty sacks and your dealer will give you back your money.

These are the terms of our famous two-bag guarantee. We could not back up our faith in Larro more strongly than this. There is no better proof that Larro gives satisfaction than the fact that this trial offer has been in effect continuously for fifteen years.

We know Larro cannot fail, because it has the quality and uniformity necessary to build the health and condition which insure high milk production and profit. Under a fair trial it must produce the best condition and the most milk of which any cow is capable.

Ask the Nearest Dealer

THE LARROE MILLING COMPANY  
 DETROIT MICHIGAN



**Larro**

The SAFE Ration for Dairy Cows  
 Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

*Feed two bags under our Guarantee*

More Milk Or It Costs You Nothing  
 "Feed 200 pounds of Larro to any one cow; then if your own figures do not show that you gave more milk on Larro, or if for any other reason you are not entirely satisfied, return your two empty sacks and get every cent of your money back."  
 Dealers selling Larro are authorized to carry out the terms of this agreement.

of cattle tested monthly compared with similar reports early in the year. The total waiting list of cattle to be tested, the report shows also, is gradually on the decline, being about half a million cattle less than six months ago. This is because of the greater volume of tuberculin testing, rather than any decline in the number of livestock owners desiring to cooperate in the work. The number of modified accredited counties—meaning counties which have reduced the extent of bovine tuberculosis to not more than one-half of 1 per cent—was 210 on August 1, which is more than double the number a year ago.

#### HOG CHOLERA PRECAUTIONS

If hog cholera breaks out in the neighborhood, farmers whose hogs are not affected should maintain a strict quarantine against the infected herds. It is important that they refrain from visiting farms where the diseased hogs are located. They should also insist that their neighbors stay out of their hog

lots, since the hog-cholera virus may be carried on the shoes of humans. The infection may be carried from farm to farm by moving animals such as dogs or by movable objects such as farm implements. Therefore, the spreading of the disease should be guarded against as far as possible. The most dependable precautionary measure against the disease, however, is immunization of the herd with anti-hog cholera serum.

#### SHOULD COWS FACE IN OR TO WALLS OF BARN

College of Agriculture Does Not Settle Question but Lists the Advantages of Both Arrangements

The old question of whether cows should face toward the center or toward the walls of a dairy barn is not settled by the New York State college of Agriculture, which says that both plans have their ardent supporters. It lists the advantages of each, and leaves the individual farmer to make his own choice.

The question arises, as far as the college is concerned, in connection with a new bulletin on the construction of concrete floors for dairy stables. It advocates well-laid floors for permanence and durability, and gives complete details for laying them, telling how to mix, lay, and finish the concrete, with photographs and working drawings of the whole job, from start to completion, so that any handy man should not have trouble in getting a satisfactory result, and without prohibitive cost.

Farmers who are contemplating the building of new stables or the remodeling of old ones are invited by the college to write to the office of publication of the New York State College of Agriculture at Ithaca, for a copy of the bulletin which will be sent without cost. It is necessary only to use a plain one-cent government post-card, giving the sender's name and address, written plainly, together with the symbol E-140, and the publication will be forwarded by return mail.





The  
Better Way  
of Milking

## The Thumb Test

Stick your thumbs in the teat-cups of a De Laval Milker, and then have the full vacuum turned on.

This is the easiest and best way to get an idea of the uniform, gentle and pleasing action of the De Laval Milker on a cow's teats.

Try it with any milker. (See that full vacuum is turned on.) If such action hurts your thumbs, then you will know that it must hurt the cow's teats, and a cow in discomfort will not produce to her fullest extent.

The uniform and gentle action of the De Laval is an exclusive feature and one of the reasons the De Laval Milker is gaining so rapidly in popularity.

### The De Laval Separator Company

New York  
165 Broadway

Chicago  
600 Jackson Blvd.

San Francisco  
61 Beale St.



Sooner or later you will use a  
**De Laval**  
Milker and Cream Separator



# Milk Producers'

INTER-STATE

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., NOVEMBER, 1926

NUMBER 7

## NATIONAL DAIRY EXPOSITION ELABORATE DISPLAY OF DAIRY CATTLE HELD AT DETROIT, MICH.

The Twentieth National Dairy Exposition, with its outstanding display of the various dairy breeds of cattle, its exhibits of dairy production machinery and equipment, health and educational features, together with a wide range of organization meetings, judging contests, etc., identified with the industry, was held in the Michigan State Fair Grounds, Detroit, Michigan, October 6th to 13th.

Outstanding Cattle Show  
Blue Ribbon winners from 19 states and two Canadian provinces made up the 1104 pure bred dairy cattle to compete for honors. With the grade cow exhibit the total number of cattle at the show numbered close to 1500.  
The Holstein-Friesian breed with 300 headed the list with the number of entries. Ayrshires had 262 head; Jersey,

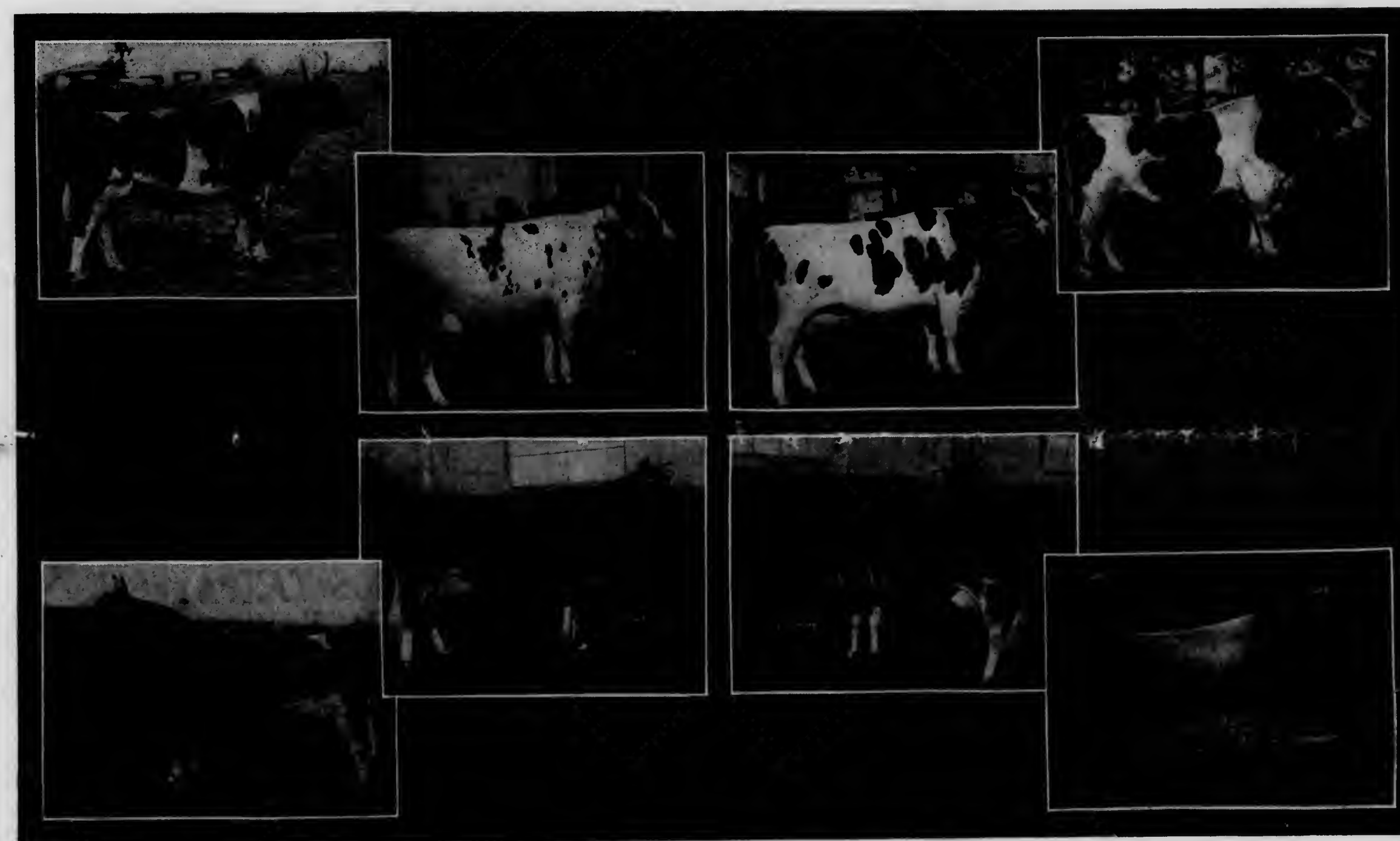
## TENTH ANNUAL MEETING INTER-STATE MILK PRODUCERS ASS'N NOVEMBER 22nd-23rd, 1926

The coming annual meeting of the Inter-State Milk Producers' Association marks its tenth anniversary as a co-operative marketing organization in the Philadelphia Milk Shed.

Ten years of successful cooperative endeavor toward a better marketing program, a forward development in production and distribution and a safe and

al work of the organization and special addresses will be made at the afternoon session.

Tuesday's session, an open meeting, will be educational in character. Opportunity will be given for members to visit to various milk and ice cream plants and to hear the presentation of addresses by members and leaders in the industry.



GRAND CHAMPIONS, NATIONAL DAIRY SHOW, 1926

Top row, left to right—Ayrshire bull, Strathglass Roamer, James E. Davidson, Bay City, Mich.; Ayrshire cow, Fenshurst Jesabell, James E. Davidson, Bay City, Mich.; Holstein-Friesian cow, Hollyhock Piebe Fobes, Hollywood Farms, Doughan, Wis.; Holstein-Friesian bull, Sir Forbes Ormsby Hengerfeld, Halbach-Baird-Swartz-Garvens, Waukesha, Wis.

Bottom row, left to right—Guernsey bull, Shorewood Resolute, Emmadine Farm, Hopewell Junction, N. Y.; Guernsey cow, Imp. Hope of Cornus Farm, William H. Williams, Lyon Mountain, N. Y.; Jersey cow, Blonde's Cunning Mouse, J. S. Ellsworth, Sinsburg, Conn.; Jersey bull, Oxford Wexford Noble, Twin Oaks Farm, Morristown, N. J.

Together with this great dairy production display was held the annual meetings of the International Association of Milk Dealers and the National Association of Ice Cream Manufacturers. In connection with these meetings was held a monster exhibit of these industries, staged in the Coliseum Building, in the city of Detroit. This particular exhibit was, without doubt, the best that we have ever seen that has been held in connection with these annual meetings. While the producers of dairy products may not have been directly interested, it was, for those who visited the exhibit, an outstanding educational program showing the manufacture, development and preparation of the various dairy products—on its way to the ultimate public consumer.

212; Guernseys, 203 and Brown Swiss, 127. There were 165 exhibitors.

Quite an exhibit of grade cattle was also shown. In addition to these was the extensive exhibit of Boys' and Girls' Calf Club animals, which attracted considerable interest.

Various judging contests were carried on almost throughout the entire period of the show and in many instances developed into close rivalry for the different awards. In the dairy judging teams from the Vocational Schools, California carried off first honors, while New Jersey was second, Maryland third, Georgia fourth and Illinois fifth.

Health Food and Womens' Division

The womens' division and the Health Food exhibit was held in the Dairy

(Continued on page 6)

adequate supply at a fair price to both producer and consumer.

The meetings will be held in the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia, Pa., Monday and Tuesday, November 22nd and 23rd.

The session on Monday, November 22nd will be executive in nature. Members of the association and invited guests will be admitted.

At these meetings will be presented the various reports of the officers of the association. At the morning session an election of directors, to succeed eight directors whose terms of office have expired, will be held. Reports of the auditors of the associations accounts will be presented and such other business transacted as may come officially before the meeting. Reports of the department-

### Ladies' Entertainment

The visiting ladies and families of the members of the association and their guests, will be entertained on Monday morning, November 22nd, at the headquarters of the Philadelphia Inter-State (Continued on page 10)

### SPECIAL NOTICE

Reduced railway rates have been granted the Inter-State Milk Producers' Association in connection with its Tenth Annual Meeting.

See page 10 for complete details and instructions.

See that you get your proper certificate when paying your railroad fare.



## PENNSYLVANIA AGRICULTURAL WEEK AT THE SESQUI-CENTENNIAL

The Pennsylvania Sesqui-Centennial Commission inaugurated under the direction of the Pennsylvania State Department of Agriculture, a week's display of agricultural products and agricultural programs in the Pennsylvania Building at the Sesqui-Centennial Exposition, Philadelphia, during the week of October 25th-30th.

Special features and exhibits were planned for the various days. Monday was Cereal Day; Tuesday, Grange Day; Thursday, Dairy and Poultry Day; Friday, Potato Day and Saturday, Fruit-Apple Day.

The displays of the various dairy products were most outstanding in character and were inspected by a large number of visitors.

Each day addresses were made by important representatives of the various groups.

Monday's session was addressed by T. J. Shumaker, president American Baking Co.; Dr. C. F. Noll, Penn State College and W. J. Goodenow of the City Flouring Mills.

Tuesday's session heard addresses by P. H. Dewey, Master; Fred. Breckman, secretary and John A. McSparran, former Master of the Penna. State Grange and Mrs. Jennie Rogers, Delaware County Grange.

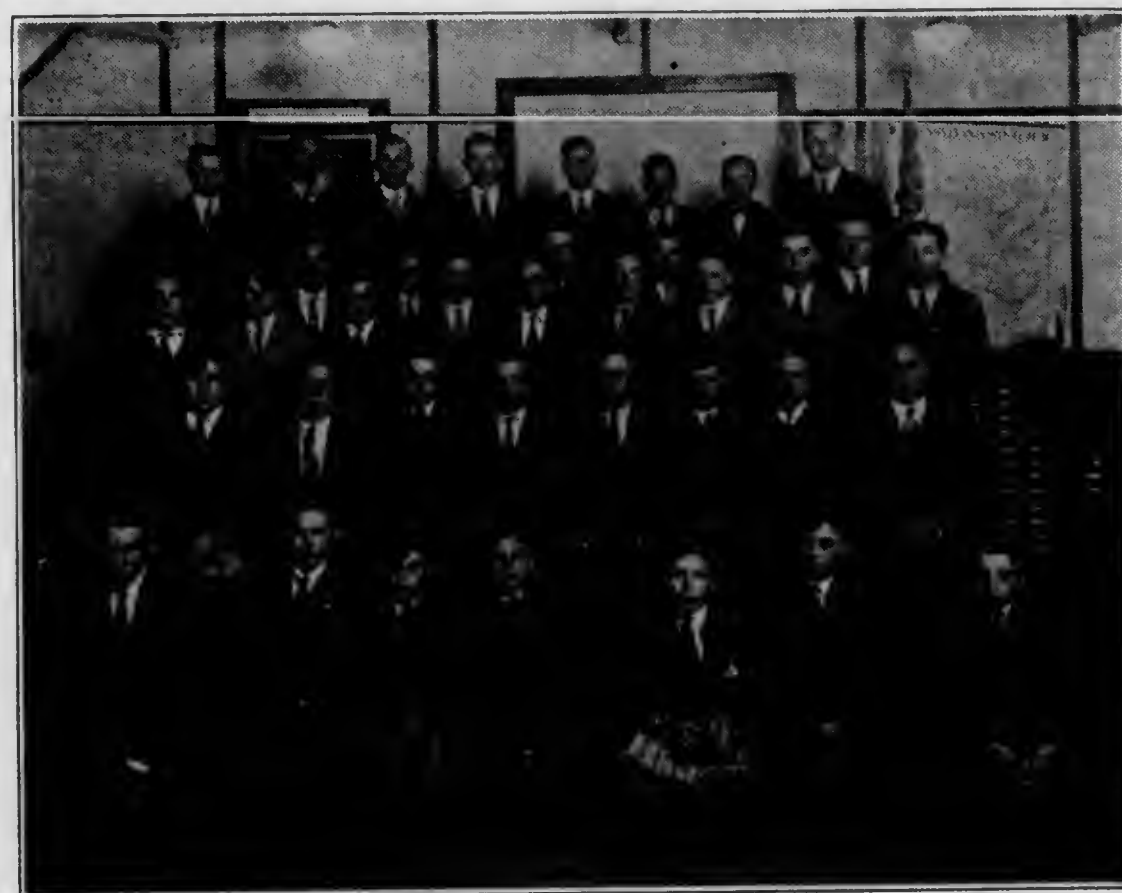
Thursday session had addresses by Dr. C. W. Larson, Chief, Bureau of Dairying, U. S. Department of Agriculture. Demonstrations by the Philadelphia Inter-State Dairy Council, Milk Judging Contests, etc.

Friday and Saturday sessions presented demonstrations, etc., particularly adapted to the potato and apple industry.

### The Dairy Day Program

An important feature of the Dairy Day Program, was a milk judging contest by boys from a group of eight

vocational schools in the Southeastern Pennsylvania District. It embraced teams from the Arendsville, Honey Brook, Avondale, West Lampeter, Ontelaunee, Hatfield, Cochranville and Palmyra Vocational Schools, under the direction of their various coaches and under the general direction of F. P. Fetteroff. The



Teams of Boys from Pennsylvania Vocational Schools Competing in Milk Judging Contests

contests were held in the dairy laboratories of the Inter-State Milk Producers' Association, Boye town Building, Philadelphia and were conducted by George Taylor, Penna. State College and assistants from Milk Producers' Association testing forces.

The performance of the boys in this contest was highly creditable and indicated that the coaches and the boys

had given the various points of judging considerable study.

The individual winners were:

1. Raymond Todd, Honey Brook.
2. John Roffensperger, Arendsville.
3. Emer Shriver, Arendsville.
4. Carl H. Martin, Honey Brook.
5. Clark Miller, Leesport.

The individual winners were awarded certificates by the Pennsylvania Sesqui-Centennial Commission while the first three team winners were awarded large framed pictures, reproductions of noted artists, which will be hung in the school rooms as a trophy.

The awards were made at the afternoon meeting held at the Pennsylvania Building, H. D. Allebach, president of the Inter-State Milk Producers' Association, making the presentation address.

Address by Dr. Larson

Dr. C. W. Larson, Chief of the Bureau of Dairying, United States Department of Agriculture made the principle address at the Dairy session.

Dr. Larson said in part, "The dairy industry is the greatest industry in the United States; cotton, wheat and potatoes combined are not equal to the dairy industry in this country. Pennsylvania is the greatest ice cream producing industry in the United States.

Fifty years ago there were no silos, no milking machines, no testing, no separators, no certified milk, no improved churns. Today they are used in the industry generally.

Dairy products were not produced as economically in the old days as they are today. Good cows, good feeding, and scientific methods of production are the factors in today's milk production.

Twenty per cent of the people of the United States are engaged in producing dairy products. With good cows properly fed and cared for the dairy industry of Pennsylvania today, is in a position to produce milk at the lowest cost, and highest quality."

Following the addresses the Philadelphia Inter-State Dairy Council staged the following monologues and demonstrations: Radio talk, "Please Stand By," "Colonel Plug" and special food demonstrations.

The teams, of three members each ranked as follows:

1. Arendsville
2. Honey Brook
3. Avondale
4. West Lampeter
5. Ontelaunee
6. Hatfield
7. Cochranville
8. Palmyra (only 2 boys)

## CLEAN MILK PRODUCTION UNDER WINTER CONDITIONS

In most parts of the country the conditions under which milk will be produced during the coming winter months will be different from those met with during the warm weather. During the summer months the dairy herd is in the open the greater part of the time, the barns being used only for milking and feeding, while during the winter the cattle will spend the greater part of the time in the barn. Under these changed conditions factors not encountered during the summer will be met. These factors, such as stable conditions and methods used in feeding, have a direct bearing upon the quality of the milk produced. The flavor and odor of the milk, as well as the health of the cattle, may be affected by improper methods.

A thorough cleaning of the stables, together with painting or white-washing, could be undertaken at this time. Walls, ceilings, floors, stanchions, and windows, when clean, do more than add to the attractiveness of a stable. Under such conditions high quality milk is more readily produced.

Cattle should not be expected to keep in good health when housed in dirty, dark, and ill-ventilated stables. Health of cattle is dependent upon proper ventilation. Stables with either too much or too little ventilation during the winter are common. Proper ventilation and proper temperature are compatible. The question of ventilation has been given

considerable attention in recent issues of the Milk Producers' Review and Farmers' Bulletin 1393, Principals of Dairy Barn Ventilation, published by the Department of Agriculture, Washington, D. C., gives some valuable advice on this subject.

Under stable conditions more time and labor must be expended in keeping the cows clean than is necessary under pasture conditions. However, clean cows are important if a good quality of milk is to be produced. This fact, although well known, can not be emphasized too strongly or too frequently.

Certain feeds, such as silage and roots, which are commonly fed during the winter, may impart undesirable flavors and odors to the milk. To overcome any such condition feeds of this kind should be fed one hour after milking.

The proper cooling of milk is another important factor in producing milk of good quality. With the advent of cool weather many producers may have abandoned the use of ice in the belief that the air temperature is sufficiently low. A thermometer will show whether or not they are justified in such a change. Prompt cooling of milk is important at all times.

These facts are not new, but their importance is so great that it might be well to bring them once again to the attention of the producers before the change is made from summer to winter conditions.

## DEPARTMENT SPENDS TAXPAYERS' MONEY — BENEFIT ALL

While the Pennsylvania Department of Agriculture will expend approximately \$6,256,529 of the taxpayers' money during the four years from June 1, 1923 to May 31, 1927, a total of \$5,301,709 will be created as revenue from fines, license fees and permits, according to Secretary of Agriculture, F. P. Willits.

During the four years, the Department will come within \$954,320 of creating sufficient revenue to meet all its expenses. Of the expenditures, a sum of \$2,970,137, or almost one-half of the total will go directly back to farmers for indemnities, damage claims, and premiums at fairs. In other words, the Department will expend about \$3,286,392 in its regulatory and research work (not considering indemnity money) and will have created a revenue of \$2,015,317 in excess of this expenditure.

Out of the total expenditure of \$6,256,529, a sum of approximately \$2,548,992 or more than one-third will be paid during the four years to farmers as indemnity for tubercular cattle. This sum will be greater than the amount spent in all the previous years of the tuberculosis eradication work combined.

The protection and promotion of the animal life of the State other than that protected through indemnity for tubercular cattle during the four years will take about 28 cents out of every dollar expended, or \$1,754,150. The protection and development of plant life will take 8.4 cents of every dollar, or \$524,423.

About 9 cents out of every dollar or \$585,658 will go to protect Pennsylvania homes against harmful foodstuffs and the purchasers of farm supplies from misrepresentation and adulteration. About 2.5 cents out of every dollar, or \$153,159, goes for the development of markets for farm products. The overhead administration including the publications and statistical work of the Department and the expenses of the State Farm Products Show take but 4 cents out of every dollar expended.

Of the total amount available for expenditure by the Department, including all appropriations for the four-year period, it is estimated that \$3,313,246 will come from the General Fund, \$3,014,170 from the dog license money and an additional \$157,136 from miscellaneous special funds. The dog license money is used exclusively for the protection of the animal life of the State and through indemnity of tubercular cattle for keeping the menace of tuberculosis from the children. Damages to livestock and poultry, estimated to be \$297,899 during the four-year period, are also paid from this fund.

A building that is worth building is worth planning.

Pick cows for production, choice of a dairy breed largely depends upon the kind of dairy product most favorably marketed.

## OFFICIAL NOTICE TENTH ANNUAL MEETING OF THE Inter-State Milk Producers' Ass'n Monday and Tuesday, November 22nd and 23rd, 1926 At the Benjamin Franklin Hotel 9th and Chestnut Streets, Philadelphia, Pa. BUSINESS SESSION MONDAY AT 10.00 A. M.

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association will meet at the Benjamin Franklin Hotel, 9th and Chestnut Streets, Philadelphia, Pa., Monday morning, November 22nd, 1926, at 10.00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
R. W. BALDERSTON, Secretary

### PROGRAM

- |   |  |
|---|--|
| 10.00 A. M. Election of Directors<br>Reports of Officers and Auditors<br>Report of Testing Department | 2.00 P. M. President's Annual Address<br>Address by Francis R. Taylor, Esq.<br>Discussion of Market Conditions |
|---|--|

### SPECIAL ENTERTAINMENT FOR THE VISITING LADIES

Beginning at 10.00 A. M.

At Association Headquarters, Boyertown Building, 1211 Arch Street, Philadelphia

### ANNUAL BANQUET

Benjamin Franklin Hotel

NOVEMBER 22nd, 1926, at 6.00 P. M.

10th Anniversary Program      Special Entertainment      New Dairy Council Plays  
BANQUET TICKETS \$2.50

### TUESDAY, NOVEMBER 23rd, 1926

- |  |  |
|--|--|
| 8.00 A. M. Visits to Local Milk and Ice Cream Plants<br>Visits to Offices of the Inter-State Milk Producers' Association and Philadelphia Inter-State Dairy Council. | 10.30 A. M. General Public Session.<br>Addresses—Dr. R. A. Pearson, Pres. Maryland State Univ.<br>Prof. E. Grant Lantz, State College, Pa.<br>Prof. F. P. Weaver, State College, Pa. |
|--|--|

IF YOU CANNOT ATTEND, SIGN, AND DETACH THE FOLLOWING PROXY AND GIVE IT TO YOUR DELEGATE REPRESENTATIVE, OR MAIL TO THE SECRETARY OR ANY OTHER OFFICER OF THE ASSOCIATION

### PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION INCORPORATED 1917

REGISTERED  
WITH  
CORPORATION TRUST COMPANY OF AMERICA  
WILMINGTON, DELAWARE

### PROXY STOCKHOLDERS' MEETING

### Know All Men by these Presents,

That I, the undersigned, being the owner of

shares of the capital stock of the corporation above named, do hereby

constitute and appoint my true and lawful attorney in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Benjamin Franklin Hotel, 9th & Chestnut Sts., Philadelphia, Pennsylvania, on the Twenty-second day of November, 1926, and on such other day as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of the said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this

day of , 1926.

Witness: ..... (Seal)

(ENCLOSE 10 CENTS IN STAMPS WITH PROXY FOR REVENUE TAX)



## INTER-STATE MILK PRODUCERS' REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor  
Advertising Managers { August A. Miller  
Frederick Shangle  
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Inter-State Milk Producers' Association

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Vice President—Frederick Shangle  
Secretary—R. W. Balderson  
Treasurer—Robert F. Brinton

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### Editorial



The Tenth Annual Meeting of the Inter-State Milk Producers' Association, to be held at the Benjamin Franklin Hotel, Philadelphia, Pa., November 22nd and 23rd, is, in every respect a meeting of its membership. In other words, it is your meeting and is largely represented by individual members and by delegates from the various local units.

At these meetings the membership at large has the right and privilege to present in proper form, their viewpoints as to the conduct and activities of the organization. Every member should exercise his rights at this meeting, either by personal attendance or the delegation of his proxy to the delegate from his local unit, or to some other member of the association, so that his right as a member of the association may be exercised.

Delegates from the local units should carry the message from their bodies to the annual meeting and they should also report to their local associations, an outline of the proceedings of the meeting.

At these meetings will be presented the reports of the various officers of the association for the current year, together with such plans for the future conduct of the affairs of the association.

As is the usual custom, the terms of eight members of the Board of Directors expire with the annual meeting. These directors or their successors are to be elected at the annual meeting. These directors are elected for a term of three years.

The annual banquet on Monday evening, November 22nd, promises to be an outstanding event.

Make your plans to attend this tenth annual meeting and banquet of your association now. Special railroad rates will apply if sufficient certificates are validated. Reasonable rates are available at hotels. Just make up your mind that you will attend, and thus keep informed on the work and development of your organization.

When you buy your railroad ticket for Philadelphia to attend the annual meeting of the Inter-State Milk Producers' Association and to go to the Sesqui-Centennial too, if you wish, do not fail to get a certificate for validation from your ticket agent.

Full details as to the certificate plan of one and one half fare for the round trip is printed on page 10 of this issue. Read it over carefully. It will not only save money for you but for all the rest of those who attend the annual meeting, as well.

### OLD GUARDS' DAY

The Tenth Annual Meeting of the Inter-State Milk Producers' Association promises to bring out, both at the meetings and at the banquet, a large number of the older members of the association. Those who were active in its early development and builders of its foundation policies.

There will be special seats for these older members, both at the meeting and the banquet. Come out and hear a word of wisdom from these old campaigners in the cooperative marketing effort.

### ELECTION OF DIRECTORS

One of the most important features of the Tenth Annual Meeting of the Inter-State Milk Producers' Association is the election of directors to fill expired terms.

Each year eight directors are chosen to serve for a term of three years.

Those whose term of office expired with the coming annual meeting are:

H. D. Allebach, Montgomery Co., Pa.  
S. K. Andrews, Dorchester Co., Md.  
I. J. Book, Lancaster Co., Pa.  
Robt. F. Brinton, Chester Co., Pa.  
E. H. Donovan, Kent Co., Del.  
S. Blaine Lehman, Franklin Co., Pa.  
Albert Sarig, Berks Co., Pa.  
F. P. Willis, Delaware Co., Pa.

The general business of the association is handled through its Board of Directors. Much of the responsibility for the success and welfare of your organization depends upon these officers.

Following the election of directors, which will be held at the Benjamin Franklin Hotel, Philadelphia, Monday morning, November 22nd, the new Board of Directors meet for organization. This Board then elects the officers, including the President, Vice President, Treasurer, Secretary and an Executive Committee, composed of seven members of the Board of Directors.

Routine business of the association is conducted by the Board of Directors which is directly responsible to the stock holders of the Association.

### PICK AND CURE SEED CORN

Seed corn cures best if picked in the field and hung up in a building where there is free circulation of air around each ear. Be sure the corn is well cured before hard freezes come, say State College farm crops specialists.

### STATE'S RIGHTS AND DAYLIGHT SAVING

Massachusetts and Rhode Island are the only two States in the Union in which daylight saving is made legal time by legislative action, the farming and other interests opposed to the earlier "summer time" having been strong enough to insist that other Commonwealths conform officially to Standard Time, which the Federal Government also observes. The Massachusetts Grange and various rail labor organizations, which joined forces to fight the State act, have just lost in the Supreme Court, which has ruled that the Federal Government had no jurisdiction to control State action in the matter of time fixing.

Outside of the specific issue involved, the decision is of interest as falling in the large class in which the highest Federal tribunal is sedulous to confine Federal authority to cases in which it is clearly bestowed by the Constitution and not to limit the States in the exercise of their original powers not expressly given up. As a matter of practical moment, the decision does not greatly matter. Those States which have attempted to prevent local option in time keeping—that is, daylight saving in municipalities and other local communities by voluntary agreement—have found that statutes in the most stringent terms were ineffective. Railroads in the end have had to accommodate their schedules to the comings and goings of daily traffic as determined by the time which the communities served preferred to use, and Standard Time has been enforceable only in transactions where the official norm is legally imperative.

(Editorial in Philadelphia paper.)

### REPORT OF THE FIELD AND TESTING DEPARTMENT FOR THE INTER-STATE MILK PRODUCERS' ASSOCIATION.

The following tabulation shows the aggregate operation of all the Inter-State Milk Producers' Association's field men in connection with testing, weighing and general membership work, for the month of September, 1926.

No. Tests Made ..... 7379  
No. Plants Investigated ..... 98  
No. Membership Calls ..... 154  
No. New Members Signed ..... 57  
No. Cows Signed ..... 423  
No. Transfers Made ..... 24  
No. Meetings Attended ..... 52  
No. Attending Meetings ..... 1520

### REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL.

The following is the report of the work done by the Quality Control Department for the month of September, 1926.

No. Farm Inspections ..... 1906  
No. Sediment Tests ..... 942  
No. Meeting Held ..... 5  
Total Attendance ..... 1450  
No. Reels Movies Shown ..... 4  
No. Man Days—Fairs and Ex. .... 8  
No. Temp. permits issued up to September 30, 1925 ..... 17,840  
No. Temporary permits issued up to September 30, 1926 ..... 20,517  
No. Permanent permits issued up to September 30, 1925 ..... 5,890  
No. Permanent permits issued up to September 30, 1926 ..... 8,352  
To date 60,281 farm inspections have been made.

### MARKET CONDITIONS

In the Philadelphia Milk Shed During October

The general tendency of the milk market has been good. In Philadelphia conditions may be said to have been normal for this season of the year. Production, on the whole, appears to represent about the consumptive demand and current dealers surpluses have been about the usual quantities. The demand at the local railroad platforms has been relatively steady during October.

Weather conditions have, if anything, favored production. The month has been little if any killing frost. In some territories cattle are still on late pasture, although in others have started their regular winter feeding programs.

All the basic supply of producers' milk during October as governed by the 1925 basic quantity was paid for by cooperating dealers at full basic prices. Milk shipped in excess of the 1925 basic quantity, was paid for at the Class I surplus price.

Grade B market milk, three per cent butter fat content, basic quantity average, delivered f. o. b. Philadelphia, is quoted for October at \$3.29 per hundred pounds or 7.1 cents per quart.

The price of surplus milk of same grade and butter fat content, delivered at receiving stations in the 51 to 60 mile zone from Philadelphia, for the month of October, was \$2.71 cents per hundred pounds. The usual butter fat differentials applying in all cases.

The price of surplus milk, for October, at all receiving stations, three per cent butter fat content, Class I basis was quoted at \$1.81 per hundred pounds. All milk in excess of the 1925 basic quantity will be paid for by cooperating dealers at the Class I surplus price. Class II surplus does not again become effective until January 1927.

### Feed

The usual winter demand for dairy feed has not yet become very pronounced and in a number of instances and easier price tendency is noted. Quotations in many cases are on a more or less nominal basis.

### October Butter Prices

There has been an almost constant upward trend in butter prices during October. Early in the month 92 score solid packed creamery butter, New York City was quoted at 46½ cents per pound, by mid month this price had reached 47 cents per pound and closed at the end of the month at 47½ cents. The average price on which surplus prices were figured for October was .466 cents per pound.

### CINCINNATI DAIRY COUNCIL ORGANIZED

Milk producers and distributors of Cincinnati, Ohio, decided recently to join in a cooperative effort to advance the industry in that region, which has resulted in the formation of the Cincinnati Dairy and Food Council, another unit of the National Dairy Council organization.

Following the forming of necessary committees to include local welfare and educational leaders, the Cincinnati Council began to function on September 1 with a complete program of health education in which dairy products will take their proper fundamental place.

Horace L. Way, of the Philadelphia Inter-State Dairy Council, Philadelphia, Pa., will be in charge of the direction of the new unit.

Uncle Ab says harping on the disadvantages of the farmer tends to make him a grouch.

## LATEST MARKET PRICES

**PHILADELPHIA SELLING PLAN**  
The basic and surplus provisions of the Philadelphia Selling Plan again became effective with January, 1926. The basic quantity is represented by the average monthly shipment of milk during October, November and December, 1925.  
Beginning with January, 1926, milk is paid for by cooperating dealers, on the basic and surplus plan. Milk shipped in excess of the basic quantity, will be paid for on the average New York, 92 score butter, solid pack, price for the month, plus 20 per cent.  
These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is net to the producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments:  
(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at price listed hereon.  
(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.  
(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.  
The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

### BASIC PRICE

October  
F. O. B. Philadelphia  
Grade B Market Milk

Test per cent.	Per 100 lbs.	Price per qt.
3.05	\$3.29	7.1
3.1	3.31	7.1
3.15	3.33	7.2
3.2	3.35	7.2
3.25	3.37	7.25
3.3	3.39	7.3
3.35	3.41	7.35
3.4	3.43	7.4
3.45	3.45	7.4
3.5	3.47	7.45
3.55	3.49	7.5
3.6	3.51	7.55
3.65	3.53	7.6
3.7	3.55	7.65
3.75	3.57	7.7
3.8	3.59	7.75
3.85	3.61	7.8
3.9	3.63	7.85
3.95	3.65	7.9
4.0	3.67	7.95
4.05	3.69	8.0
4.1	3.71	8.1
4.15	3.73	8.15
4.2	3.75	8.2
4.25	3.77	8.25
4.3	3.79	8.3
4.35	3.81	8.35
4.4	3.83	8.4
4.45	3.85	8.45
4.5	3.87	8.5
4.55	3.89	8.55
4.6	3.91	8.6
4.65	3.93	8.65
4.7	3.95	8.7
4.75	3.97	8.75
4.8	3.99	8.8
4.85	4.01	8.85
4.9	4.03	8.9
4.95	4.05	8.95
5.0	4.07	9.0

When milk is not tested, the price f. o. b. Philadelphia is 8 cents per quart.

### OCTOBER SURPLUS PRICE

F. O. B. Philadelphia

Class I Milk

Test per cent.	Per 100 lbs.	Price per qt.
3.05	\$2.39	5.15
3.1	2.41	5.15
3.15	2.43	5.2
3.2	2.45	5.25
3.25	2.47	5.3
3.3	2.49	5.35
3.35	2.51	5.4
3.4	2.53	5.45
3.45	2.55	5.45
3.5	2.57	5.5
3.55	2.59	5.55
3.6	2.61	5.6
3.65	2.63	5.65
3.7	2.65	5.7
3.75	2.67	5.75
3.8	2.69	5.8
3.85	2.71	5.85
3.9	2.73	5.9
3.95	2.75	5.95
4.0	2.77	6.0
4.05	2.79	6.05
4.1	2.81	6.1
4.15	2.83	6.15
4.2	2.85	6.2
4.25	2.87	6.25
4.3	2.89	6.3
4.35	2.91	6.35
4.4	2.93	6.4
4.45	2.95	6.45
4.5	2.97	6.5
4.55	2.99	6.55
4.6	3.01	6.6
4.65	3.03	6.65
4.7	3.05	6.7
4.75	3.07	6.75
4.8	3.09	6.8
4.85	3.11	6.85
4.9	3.13	6.9
4.95	3.15	6.95
5.0	3.17	7.0
5.05	3.19	7.05

### MONTHLY BASIC PRICES OF GRADE B OR MARKET MILK

F. O. B. Philadelphia and at receiving stations in the 60 mile zone at 3% butterfat.

Month	Receiving station 50 mile zone per cwt.
January 1926	6.8
January 1-15	6.8
January 16-31	6.3
February	6.3
March	6.3
April	6.3
May	6.3
June	6.3
July	6.3
August	6.3
September 1-15	6.3
September 16-30	7.1
October	7.1

### BASIC PRICE

October  
Country Receiving Stations  
GRADE B MARKET MILK

Quotations are at railroad points. Inland stations carry differentials subject to local arrangements.

Prices are less freight and receiving station charges.

Freight Rates

Miles	100 lbs.	3% milk
1 to 10 incl.	268	\$2.79
11 to 20	283	2.77
21 to 30	303	2.75
31 to 40	313	2.74
41 to 50	323	2.72
51 to 60	343	2.71
61 to 70	364	2.69
71 to 80	374	2.68
81 to 90	389	2.67
91 to 100	399	2.66
101 to 110	414	2.64
111 to 120	424	2.63
121 to 130	434	2.62
131 to 140	430	2.61
141 to 150	460	2.60
151 to 160	475	2.58
161 to 170	480	2.58
171 to 180	490	2.57
181 to 190	505	2.55
191 to 200	510	2.55
201 to 210	520	2.54
211 to 220	535	2.52
221 to 230	540	2.52
231 to 240	550	2.51
241 to 250	550	2.50
251 to 260	566	2.49
261 to 270	576	2.48
271 to 280	581	2.48
281 to 290	596	2.46
291 to 300	600	2.46

### OCTOBER SURPLUS PRICE

At All Receiving Stations

Test per cent.	Price per qt.
3.05	\$1.81
3.1	1.83
3.15	1.87
3.2	1.89
3.25	1.91
3.3	1.93
3.35	1.95
3.4	1.97
3.45	1.99
3.5	2.01
3.55	2.03
3.6	2.05
3.65	2.07
3.7	2.09
3.75	2.11
3.8	2.13
3.85	2.15
3.9	2.17
3.95	2.19
4.0	2.21
4.05	2.23
4.1	2.25
4.15	2.27
4.2	2.29
4.25	2.31
4.3	2.33
4.35	2.35
4.4	2.37
4.45	2.39
4.5	2.41
4.55	2.43
4.6	2.45
4.65	2.47
4.7	2.49
4.75	2.51
4.8	2.53
4.85	2.55
4.9	2.57
4.95	2.59
5.0	2.61

### SURPLUS PRICES

Monthly Surplus Prices

4% milk at all receiving stations

Month	Price per qt.
January	1.79
February	1.77
March	1.79
April	1.87
May	1.92
June	1.92
July	1.95
August	1.96
September	2.10

### NOVEMBER PRICES

Inter-State Milk Producers' Association

The price paid for basic milk during November will, subject to market conditions, be the same as quoted for October. Surplus prices will be computed in accordance with the basic quantity established in October.

During October, November and December all milk in excess of the basic quantity will be paid for, by cooperating buyers, on the basis of Class I Surplus. This price is based upon the average 92 score, solid packed butter price, N. Y. City, for the month, plus 20 per cent.

### OCTOBER BUTTER PRICES



You pay once only for any  
Concrete Farm Improvement

## Manure, Money— and Concrete

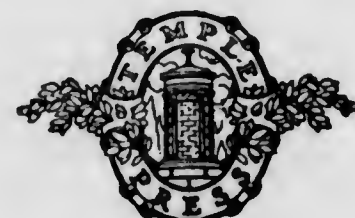
Every time you pitch manure out into the open barnyard, you throw away money. Your yearly losses amount to at least \$35 per cow. That's no small sum when you come to figure it up.

You can save this money year after year by building a Concrete Manure Pit. The Concrete Pit does not allow any of the valuable fertilizing elements to escape. And remember that two-fifths of the nitrogen in the manure is in the liquid.

A Concrete Manure Pit quickly pays for itself in the money it saves. And it keeps on earning dividends indefinitely.

You can easily build a manure pit or other concrete improvements on your farm by following a few simple directions. Send today for our two booklets, "Concrete on the Dairy Farm" and "Plans for Concrete Farm Buildings." They are free.

**PORTLAND CEMENT ASSOCIATION**  
33 West Grand Avenue  
CHICAGO  
A National Organization to Improve and Extend the Uses of Concrete  
OFFICES IN 31 CITIES



Let Us Design Your  
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## PHILADELPHIA

WOOD AND CEMENT STAVE  
TILE AND COOPERED METAL  
**SILOS**  
SPECIAL PRICES NOW  
CASH or MONTHLY Payments



**E. F. SCHLICHTER CO.**  
BOX M. P. 10 S. 18TH ST., PHILA.

## NATIONAL DAIRY EXPOSITION

(Continued from page 1)  
Building, although several important Health Exhibits were located in other sections. The exhibit of the National Dairy Council and the Regional Councils, was held in the Fair Ground Coliseum where a very complete example of the various activities of the Council were displayed. Here were shown displays of Quality Control Work, Posters, Health Material for Schools, window exhibits for dairy products, women's club work material, moving exhibits of dairy products for window displays, etc.

The Dairy Council also had prepared for display purposes "The House of Health". Mounted on a large automobile truck was a building, representing the House of Health. The roof was decorated with corn, wheat and oat kernels. The sides of the house were decorated with fruit and vegetables while many bottles of milk, butter and cheese, formed the foundation stones upon which the house was erected. The display created interest in a parade held in Detroit and was later exhibited at the show.

U. S. Department of Agriculture Exhibit  
The exhibit of the United States Department of Agriculture was an interesting one—and was worthy of careful study by both producers and distributors of dairy products.

It treated in graphic form and with exceptional interest the various phases of the industry. Among the various topics treated were the following:

"In random selection of cows there is one chance in five to win."

"Cow testing record and the elimination of the border cow."

"Effect of well-cured and poorly cured hay on the dairy cow."

"Milk plant efficiency."

"Standardization solves many problems in high and low grade butter production."

"Keep your eye on the world's supply and demand."

"Production and utilization of milk increased 33 per cent from 1917 to 1925."

"Creamery butter 83 per cent and milk in household uses 49 per cent."

"The application of cooperative marketing to the dairy industry."

"The value of systematic photography in studying the dairy cow."

Statistics were also shown covering the Dairy Products and marketing records, etc.

### Meetings

In addition to the various displays, meetings were held during the week by a number of dairy organizations.

These included the annual meetings of the International Association of Milk Dealers; National Association of Ice Cream Manufacturers; National Dairy Union; American Dairy Federation; American Dairy Science Association; National County Agents Meeting and the various organizations of the dairy breed associations.

### American Dairy Federation Banquet

The American Dairy Federation banquet was held at the Book-Cadillac Hotel, Saturday evening, October 9th. It was largely attended by representatives of the dairy industry generally. E. M. Bailey, president of the American Dairy Federation presided, while James Schermhorn of Detroit, Michigan, acted as toastmaster.

Addresses were made by Dr. Kenyon L. Butterfield, president Michigan State College; Joseph A. Emery, general counsel, National Association of Manufacturers, and Louis J. Tabor, Columbus, Ohio, master of the National Grange.

## TWO MILLION JOIN

### "CO-OPS" IN TEN YEARS

Farmers' business organizations in the United States had around 2,500,000 members in December, 1925, compared with about 500,000 members in 1915. Some farmers belong to several associations. These estimates are based on reports received by the Department of Agriculture from 9,463 associations in December, 1925, and 4,683 associations in 1915. The reporting associations are believed to have represented practically all the active farmers' business concerns doing business in the country on the dates specified.

From a percentage standpoint the largest increases in the 10-year period were made in the Southern States from Virginia to Texas. From a numerical standpoint, however, the largest increase occurred in the West North Central States, and the smallest in the Mountain States. The South Atlantic group of States reported an increase of 653 per cent in its cooperative association membership; in the West South Central group of States the increase was 706 per cent; in the East South Central group the increase was 719 per cent; in the Mountain States 114 per cent; in the Middle Atlantic group 150 per cent; in the West North Central States 234 per cent; in the New England States 257 per cent; in the East North Central States 437 per cent; and in the Pacific group 112 per cent. For the United States as a whole the gain for the 10 year period was 314 per cent.

Numerical gains in membership by geographic divisions were as follows: West North Central group, 596,000; East North Central, 463,000; East South Central, 259,000; South Atlantic, 243,000; West South Central 219,000; Middle Atlantic, 96,000; Pacific, 74,000; New England, 54,000; and Mountain States, 40,000. For the country as a whole the 10 year increase in cooperative association membership was 2,049,000.

## FARMERS WARNED AGAINST HOG CHOLERA

Farmers and hog raisers are warned by the Bureau of Animal Industry, Pennsylvania Department of Agriculture, against buying shipped hogs unless they are sure the swine have not been exposed to hog cholera. Practically all public stock yards are infected with hog cholera as are also uncleaned stock cars. Furthermore hog owners in Pennsylvania are urged to keep up the vaccination against hog cholera.

This warning is issued because hog cholera is widely spread in the western hog-raising states and the control of the epizootic is considerably hampered in those states by shortage of anti-hog cholera serum. Supplies of anti-hog cholera serum in the west are low and the output is running behind. Making the situation more serious is the fact that a large proportion of the hogs throughout the middle western states have not been vaccinated, owing to the low ebb of hog cholera in recent years.

Due to the hog cholera scare shippers report that farmers are unloading their stock onto the market.

The Pennsylvania Bureau of Animal Industry has an adequate supply of officially tested and potent anti-hog cholera serum and hog cholera virus on hand to distribute to practicing veterinarians for vaccinating their clients' hogs against this preventable and wasteful disease.

Boarder cows and scrub sires make the dairyman's profit account balance on the wrong side.



## Every owner of Live Stock should get this FREE Book

Tells how to prevent and control diseases of cows, pigs, chickens and other farm animals that cause yearly losses of over \$200,000,000.

Tells how to PREVENT or Treat Retained Afterbirth  
Calf Scours  
Contagious Abortion

Also contains full discussion of Poultry Diseases and Little Pig Diseases  
A complete plan for sorting and disinfecting cows without catching or handling.

### Write for Book Today

Gives full directions for preventing and controlling these diseases with B-K. Used on hundreds of thousands of farms. Cleansing and healing to tissue—non-poisonous yet a powerful killer of germs. Cost averages about a cent a gallon as diluted to use.

Costs little  
B-K  
and is reliable

**General Laboratories**  
Dept. 108L  
Madison, Wis.

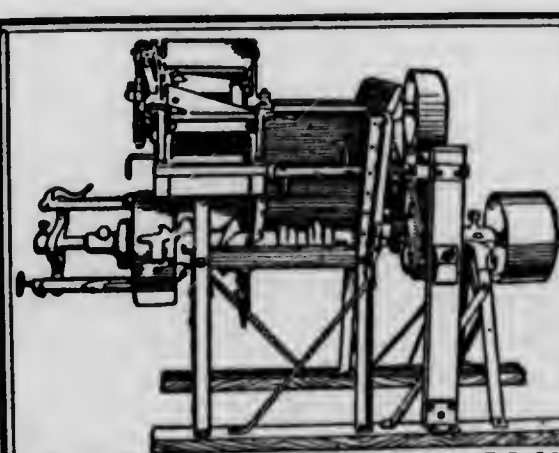
## Willard

### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.  
OUR SERVICE is unbiased and dependable.

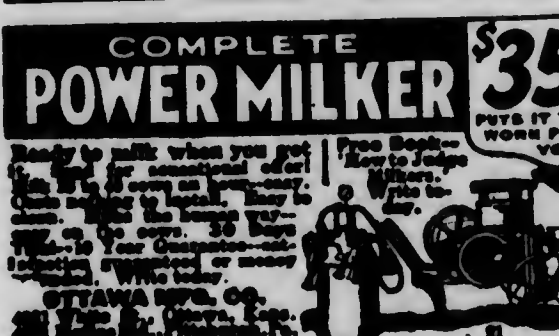
**Pusey & Young Storage  
Battery Station**

West Chester, Pa. Coatesville, Pa.



### Peerless Combination Mill

With a "Peerless" combination feed mill you can save the price of mill in one season's use if you have twelve or more head of cattle. Let us tell you how you can do what hundreds of progressive farmers are doing today. Write for Catalogue A. H. DELLINGER, 725 N. Prince St., Lancaster, Pa.



## SERIOUS CATTLE EPIDEMIC IN SUSSEX COUNTY, NEW JERSEY

Vesicular Stomatitis is the name of a virulent cattle and horse disease which prevails in certain townships of Sussex County, New Jersey, causing heavy losses to dairymen and farmers generally.

There has been some suspicion that this disease might be foot-and-mouth disease, because of its appearance and rapidity of spread, but tests made by federal experts by the introduction of smears from the vesicles into test animals and guinea pigs have resulted in these animals coming down with typical vesicular stomatitis. The tongues and udders show sores and, in severe cases, the skin sloughs off.

There are more than 300 cases among cows in Sussex County and 10 horses are effected with it. A study of the disease over a long period of years in other states and counties shows that it is not transmissible to humans.

The shipment of all milk from affected herds has been stopped. Federal authorities are on the ground, advising with the state forces in the conduct of the campaign against this serious outbreak. The campaign is under the personal direction of William B. Duryee, Secretary of the State Board of Agriculture and Dr. J. H. McNeil, Chief of the Bureau of Animal Industry. Headquarters have been established at the Court House in Newton, in the office of the County Board of Agriculture.

The State Board, acting under legal statutes, has quarantined the entire county of Sussex and adjoining townships in Warren County. The Board has appealed to the Governor for additional funds to fight this outbreak and the Governor has assured them of funds to fight this epidemic.

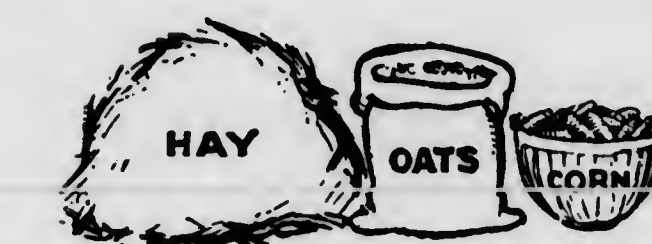
The cooperation of the State Police has been furnished by Major Kimberling and troopers are patrolling the roads in the quarantined area, stopping the transportation of live stock over highways and enforcing the absolute quarantine on premises where the disease prevails. An additional corps of men in uniform is being organized by the Department of Agriculture to assist in the quarantine enforcement and in the working out of sanitary and clean-up measures.

The source of infection is unknown and there is no known remedy for the disease. Control, therefore, depends entirely upon strict quarantine and the prevention of spread of this germ by contact with uninfected stock. Local veterinarians, as well as the veterinarians in the employ of the Department are engaged in the campaign being directed from headquarters at Newton. All of the farms where the disease prevails have been posted with signs warning passersby to keep out and all the highways bear warning signs at the entrance into the infected territory advising of the danger and warning of violations of the quarantine.

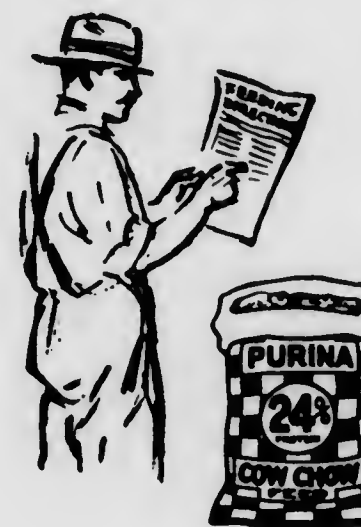
The disease has not yielded to ordinary quarantine and preventive measures and the Department is now bringing to bear every agency and effort to eradicate the disease while holding it in check in this county.

Serious financial losses are being incurred on the farms where this disease exists not only through the loss of the sale of milk, which is the principal source of income, but through the loss of animals and the severe debilitation which results from the disease.

# The Purina Plan for Dairy Farmers Used Profitably by 40,000



1 Raise all the feed you can.  
(Legume hay when possible.)



2 Use just enough Purina to supply what your own feed lacks.  
(Read the directions in the bag)



3 Take a few moments to figure out your present milk and feed costs before you start on Purina.



4 Sixty days later, figure your cost again, and use the feed that makes you the most money.

On these four points Purina Cow Chow is bringing bigger profits to 40,000 other dairymen. It will do it for you too. Order Cow Chow, Calf Chow and Bulky Las at the store with the checkerboard sign.



**PURINA MILLS, 854 Gratiot St., St. Louis, Mo.**  
Seven Busy Mills Located for Service

Write for a 1927 Purina Cow Booklet—free.

## MILK CONSUMPTION REACHES NEW HIGH MARK

Milk consumption in the United States last year reached the highest point in the Nation's history, the quantity of milk, including cream, consumed in fluid form being 54,326,000,000 pounds, an increase of 1,554,000,000 pounds over 1924.

The figures are estimates by the Department of Agriculture on the basis of surveys and reports from Municipal Boards of Health in 450 cities having a total population of 39,158,576.

Per capita consumption of milk and

cream for the country as a whole is estimated at 1.20 pints a day. Milk consumption increased in most of the larger cities, especially those having a well-organized system of supply or in which milk campaigns have been conducted recently.

Consumption of milk in cities in the 11 Atlantic Coast States and the District of Columbia is estimated at 1.05 pints per capita; in Central States 0.9 pints per capita; 14 Southern States 0.6

pints per capita, and 11 Western States 1.01 pints per capita.

Per capita consumption of cream for 360 cities averaged 0.04 of a pint a day.

More than 20,000 Pennsylvania farm families will be equipped to enjoy and profit from the special farm programs scheduled in radio talks this winter. "Weekly News Bulletin," Penna. Department of Agricultural.





## THE DAIRYMEN OF TOMORROW

Every once in a while there is a hue and cry because the boys and young men are leaving the farms for work in town. Some of them are not qualified for farming. They do not enjoy it and their natural bent lies along another line of work. But in addition to those who can do their best work in office or factory many boys leave the farm who should be anchored there and whose absence means a real loss to the country community.

Effective agencies are at work to get hold of our boys and girls and interest them in their home and neighborhood. The vocational schools and the State Agricultural Extension Service are helping our young people to find a compelling reason for staying on the farm.

Through its situation the farm home has an unusual privilege, compared with a city home. In town the father's business is outside of the household and for the most part outside of the family interests. The family often know little of what the father is doing and he knows as little of them.

On the farm, the family lives in the midst of the business activities and the children unconsciously absorb a knowledge of crops and livestock very early in life. They soon learn roughly of the relations of successful crops to their own life in terms of dollars and cents.

As the children grow older, the boys' and girls' club work and their vocational school classes teach them methods which they are eager to put into practice at home. In this thought they are encouraged by teacher and club leader. The home has the responsibility and in most cases assumes it, of meeting the situation half-way and helping the young people to carry out their projects. The sympathetic interest and cooperation of parents mean much to the boy or girl who is enthusiastic over the possibilities of actual raising a calf, pig or chicken. The wise parent will not dampen their ardor by discouraging them or by lack of interest. Almost every one remembers with special warmth some occasion when Father or Mother helped to carry out a pet plan with sympathy and suggestions.

Any project that links together the home and school works for the betterment of the community.

It is an established tradition in agriculture for father to pass on to son his methods of farming. In so doing, farmers get into many a rut. The schools and clubs show the boys modern scientific methods. When the father willingly tries out these new ideas it helps him to keep open-minded, as well as helps the boy to feel he is making a worthwhile contribution to the running of the farm.

An "Inter-State" community around a new milk plant during its first summer shipped more satisfactory milk than that of older and more experienced communities shipping to the same firm, as measured by the bacteria count. This community realized its need of training, so it was given detailed instructions in successful clean milk production.

In most of our communities, when dairying has been a matter of family tradition and practice for generations the boys and girls can be most helpful in familiarizing their neighbors with improved methods. It is much easier for the young mind to see and to adjust itself to new ideas just as it was easier for the new community to start right in successful clean milk production.

in finance that will be invaluable in teaching the children how to put their own homes and farms on a sound business basis. They can help father by taking over the book-keeping under his oversight.

Where the children enter judging contests, the experience shows them the value of clean judging methods. Incidentally cleaner control of township and

under oversight, the responsibility for washing and sterilizing the buckets and other utensils.

The picture of the boys on page 2 represents an interesting feature of this new education for country life. Young people learn readily. The Babcock testing in this contest was pronounced by the judges to be fully as efficient in technique as is often the case in adult examinations.

It often takes a contest or demonstration to show up poor methods or prove good ones. One farmer declared he was doing his very best when taken to task for an unsatisfactory sediment test. But he changed his attitude entirely when shown the very clean disk of a neighbor—remarking "If he can do it, I can, too."

When some of us were in the country school a quarter of a century or more ago, the subjects taught, with very few exceptions, were not such as to help young people to understand or appreciate country life. Danish country high schools and technical agricultural schools are justly credited with a very large share of the responsibility for the successful methods of cooperative farming and marketing for which that little country is famous. For fifty years these have been training "head and hand and heart" for country life.

Such movements as the vocational country high school and the boys and girls club are laying a splendid educational foundation for a resourceful, self-reliant manhood and womanhood for our American country communities of tomorrow. It is satisfying to know that it is practicable for these agencies to help educate for so many phases of dairy production and marketing.

### AROUND OUR HOUSE

#### Consider the Color

Planning nourishing meals is job enough for almost any home maker, but the meals must look good to eat or the family may balk no matter how wholesome they are. The way the food is prepared has a great deal to do with its appetizing appearance, but when the meal planner thinks of colors as she arranges the food combinations, the battle is half won. Roast beef with fried potatoes and carrots make a plate that is nearly all yellow and brown. By substituting mashed potatoes with a sprig of parsley or a dash of paprika for the fried potatoes, the plate acquires a character that is as good to look at as to eat. A combination like creamed chicken, boiled rice, and cauliflower makes another listless looking meal, but a baked potato in place of the rice and a few slices of beet or tomato, add pep to it. Pork chops, creamed potatoes, and apple sauce go well together so far as taste is concerned. However, when the bright green of carefully-cooked spinach is added the meal acquires a zest that is hard to surpass. A little thought to color makes a worth while difference in the dinner.

county affairs will be a natural consequence.

Closer attention to nutrition for family as well as stock is a natural outgrowth of up-to-date feeding methods for calves, pigs or chickens.

Another contribution which the clubs make to the education of the young people is the study of marketing problems when they raise live-stock to sell, the study of markets is necessary for the best profits.

Heretofore the boy on the dairy farm has not had the same opportunity to carry his project through to the market as has had the corn, beef or pig club boy. The milk must necessarily be marketed with the regular farm supply. This method gives him little or no opportunity to learn the value of high standards of quality of product, even when the farm supply is sold on the basis of quality.

The dairy farm offers wonderful opportunity for the cooperation of the whole family in caring for the milk. A boy can early learn the need of keeping up the quality of the supply and his help and interest can readily be enlisted to use clean milking methods and adequate cooling. He will soon assume,

### LADIES OF THE INTER-STATE MILK PRODUCERS' ASSOCIATION AND THEIR FRIENDS:—

A cordial invitation is extended to all ladies of the Inter-State Milk Producers' Association to attend a meeting to be held Monday, November 22nd, at 10.30 A. M., in the offices of the Association, 1213 Arch Street, Philadelphia.

The program will include talks by Miss Lydia Broecker, the head of the Nutrition Department of the Dairy Council, Miss Florence Ward, director of Extension of the North Eastern States for the United States Department of Agriculture. In addition, there will be a play "The Winter Coat" presented by the ladies of the Milk Producers' Association.

Questions having to do with Nutritional projects and Dairy Council Material are invited and will be considered and discussed.

Luncheon will be served by the Nutrition Department of the Dairy Council.

This meeting presents an opportunity for the families of the organization members to become better acquainted with the work of the Dairy Council, and with each other.

In the school or club the boys and girls compare notes and the most successful community customs can become more generally observed, as the young folks take the new ideas home.

"One of the chief ends of all education," Helen Shaw Thorngate says, "is to fit a person to live with others. The beloved, outstanding figures in any community are most likely to be those who have made a success of the art of cooperating with other people, who know when and how to yield gracefully, value of team work, and most of all are able to submerge themselves in the interest of the group."

Club work is a very efficient means of attaining these results of education. The working together on judging teams or in a club, teaches the art of cooperation, of yielding gracefully to the opinions of others when occasion requires and in merging oneself in the interest of the group.

As a boy or girl raises his or her calf, or pig or chickens, he or she gains a perspective which includes the community as well as the home. The book-keeping necessary to check up the profit or loss of the project gives a training

### PENNA. POTATO CROP LOWER

The Pennsylvania potato crop this year will be approximately 3,000,000 bushels less than a year ago and about 2,500,000 bushels less than the average, according to the latest estimates of the Federal-State Crop Reporting Office. This lower production will result in Pennsylvania dropping from third to sixth place among the leading potato producing states.

The crop for the entire United States will be approximately 45,000,000 bushels below the average, but 25,000,000 bushels larger than the very short crop of last year. The Maine crop is four per cent over last year and the New York crop, 30 per cent above the very light crop of 1925. The Michigan and Wisconsin crops average 15 per cent above last year.

The condition of the Pennsylvania crop is 74 per cent of normal as compared with 82 per cent of last year. The north tier counties and the extreme southeastern section are slightly above the average for the State. The heavy producing district in the eastern part, including Lehigh county, is below the average with the south-central counties even lower.

Consumers in Pennsylvania will make no mistake in buying their winter supply of potatoes this fall, providing they get well-sprayed stock which is free from rot.

For greatest economy, potatoes should not be purchased in less than bushel quantities, as they can be readily stored in a cool, dry place without loss.

### STATE COLLEGE STUDIES FARM PRODUCT MARKETS

Information on the marketing of Pennsylvania farm products is being gathered by the department of agricultural economics at the Pennsylvania State College, F. P. Weaver, head of the department, reports. Two research projects have to do entirely with marketing.

One of these is a study of milk marketing. The fields covered are chiefly the milk sheds of Philadelphia, Pittsburgh, and New York so far as these lie in Pennsylvania, and to a minor degree, the milk shed of Scranton and Wilkes-Barre. One phase deals with practices, costs, and returns involved in the distribution of milk in large cities and especially the utilization of milk for various purposes, such as fluid milk, cream, ice cream, condensed milk, butter, and cheese, and how this utilization affects the returns to distributors and to producers. Another phase has to do with the costs and practices involved in conducting country milk shipping stations. The third phase deals with the influence of price policies on the farm management problems of the milk producers.

Marketing of eggs and poultry composes the second project. A survey has been made in a half dozen towns and cities of the state to determine some of the factors which influence the demand for eggs and poultry. Farmers in the leading poultry producing sections of the state are being interviewed to find out how they now market eggs and poultry and to determine the costs to the farmer in time and expense involved in marketing these products. Wholesale, jobbing, and retail trade is also being studied in the largest cities of the state.

# It costs *Less* because it produces *More*



Of course there are feeds that sell for less than Larro but there isn't another feed that produces as much milk on so little feed. And milk production determines the actual cost of any feed.

It isn't economy to cut down the feed bill if you also reduce the milk yield through the use of lower priced feed. The only guide to feed value is the amount of money you have left from the milk check after the feed bill is paid. And we know you'll have more when you feed Larro.

Every Larro dealer is authorized to let you feed two bags to one cow under our guarantee, and to give you your money back if you are not satisfied with results.

That is our way of proving to new customers that Larro costs *less* because it produces *more*. Thousands upon thousands of old customers need no such proof. Their continued use of Larro voices their satisfaction with milk production and profit per dollar spent for feed.

Ask the Nearest Dealer

THE LARROE MILLING COMPANY  
DETROIT MICHIGAN

# Larro

The SAFE Ration for Dairy Cows

Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows. (540)

### PHILADELPHIA INTER-STATE DAIRY COUNCIL

The various departments are at your service and will assist you in planning

### EDUCATIONAL ENTERTAINMENT

for your Community, Local or Club Meetings. Lectures, Speakers, Motion Pictures, Lantern Slides, etc. Write us for detailed information and program.

R. W. BALDERSTON, Sec'y, 1211 Arch Street, PHILADELPHIA

### PUT PULLETS IN QUARTERS

To avoid the losses of a fall molt among pullets, be sure they are in winter quarters before they start laying. Ventilate well on warm fall nights. Observe regular feeding habits. Keep the birds fat. An abundance of green food and exercise are essential.

### GOOD FEEDING PAYS

Feed dairy cows enough to get a paying flow of milk. Every cow needs a certain amount of feed to maintain her system. Feed above that amount goes for milk production. Get a profitable yield from each cow by proper feeding.

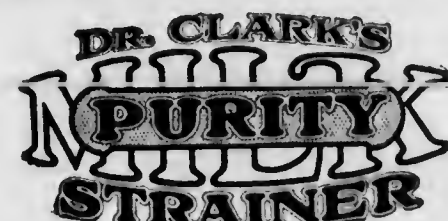
### STATE "AGGIES" LIKE DAIRY HUSBANDRY BEST

Dairy husbandry and agricultural economics are the most popular courses among the students of the Pennsylvania State College agricultural school. Of the 595 in the school there are 84 students majoring in the former and 80 in the latter course.



# How Many of these Do YOU Get?

Read what that report says, then read the letter below. They tell the story. No wonder John Burke is satisfied! And he has good reasons for being pleased with such a report. The letter from Mr. Burke is typical of many more which have come to us from users of—



Thousands upon thousands of users have found the Purity Strainer to be exactly as guaranteed. That's why we are never called upon to refund any money. The Strainer works! It gets ALL the dirt at time of straining. It's easy for users of the Purity Strainer to get Grade "A" on their milk tests.

Ask your Dealer to show you a Purity Strainer. If he doesn't handle them, write us direct for literature and prices, being sure to give your dealer's name and address.

**Purity Stamping Co.**  
Dept. F  
Battle Creek, Mich.

PURITY Cotton Discs are made in any size from 5 1/2 in. to 7 in. diameter, for all makes of strainers or filters. Send for a trial order.

## NICE

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## BULL BRAND FEEDS

DAIRY STOCK POULTRY



**B. B. (BULL BRAND) Dairy Ration**  
eliminates feeding troubles, and makes dairying profitable and pleasant.

MARITIME MILLING COMPANY, INC.  
CHAMBER OF COMMERCE BLDG. BUFFALO, N. Y.

**COST LESS — PRODUCE MORE**

## Bradford County, Pa. for Registered Holsteins

Over 200 Holstein-Friesian Breeders

A Nearby Supply of Healthy, Productive Dairy Cattle, Pure Breds or Grades

**All Ages—Both Sexes**

This organization provides transportation and assistance in all details of purchase and shipment. Apply to

**Bradford County Co-operative Holstein-Friesian Association**

J. G. KERRICK, Sales Manager, TOWANDA, PA.

## Control Contagious Abortion

Don't let this costly malady run through your herd and ruin your profits. ABORNO, the Pioneer Guaranteed Remedy has proved wonderfully effective in preventing and overcoming abortion. Easily administered—safe. Write for free booklet on the treatment of Contagious Abortion.

ABORNO LABORATORY, 85 Jett St., Lancaster, Wis.

## TESTED COWS FOR SALE

100 head on hand at all times to select from. Will sell one cow or a carload. Have Holsteins, Guernseys, and Milking Short Horns. Buy your cows in Bradford County, the largest and cleanest county in the state. Only 5% tax.

JOHN P. FRETZ, Troy, Pa.  
Bell Phone 55

When answering advertisements in the Milk Producers' Review always inform the advertiser where you saw his "ad"

## TENTH ANNUAL MEETING INTER-STATE MILK PRODUCERS' ASSOCIATION

(Continued from page 1)

Dairy Council, Boyertown Building. Details of this program are given in another column.

### The Annual Banquet

The annual banquet of the Inter-State Milk Producers' Association will be held at the Benjamin Franklin Hotel, Monday evening, November 22nd, promptly at 6.00 P. M.

The banquet promises to equal all its former records—and then a bit more. Being the Tenth Annual Meeting of the association some additional features will be offered. The usual price, \$2.50 per person will apply.

### Dairy Council Entertainment

Each year the Dairy Council presents some new feature in the way of entertainment, and the coming program will not prove an exception. The Dairy Maids will be there and the Dramatic Department of the Dairy Council is preparing to present a number of new features in educational work. Get your tickets early.

### Information for Delegates and Members

A registration desk will be provided at the Benjamin Franklin Hotel, 9th and Chestnut Streets, where every member, delegate or visitor should register at once and secure proper credentials.

The Benjamin Franklin Hotel is six blocks from the Pennsylvania Railroad Company, Broad Street Station and four blocks from the Philadelphia and Reading Railroad's Terminal Station.

If you travel by automobile, satisfactory garages may be found near by the hotel. Parking on city streets in the vicinity of the hotel is not permitted.

### Hotel Reservations

Arrangements for hotel reservations can be made for delegates and members at the Benjamin Franklin Hotel. A special rate of \$2.50 per person, two persons in adjoining rooms with bath between, or a rate of \$3.00 per person are available in a limited amount. Single rooms at \$4.00 per day and upward are also available. Make your reservations at once. Communicate with Frederick Shangle, chairman of the Entertainment Committee, Boyertown Building, Philadelphia, who will secure your reservation.

### Special Railroad Rates

Suggested advice to members of the organization regarding reduction authorized on the Certificate Plan for benefit of members and dependent members of their families.

A reduction of one and one-half fare on the Certificate Plan will apply for those attending the annual meeting this year.

Also for dependant members of their families, and the arrangement will apply from points in New Jersey, Pennsylvania, Delaware and Maryland.

Children of 5 and under 12 years of age when accompanied by parent or guardian will, under like conditions, be charged one-half of the fares for adults.

### Please note:

1. Tickets at the regular one-way fares for the going journey may be obtained from November 18 to 22. Be sure that when purchasing going ticket you request a **CERTIFICATE**. Do not make the mistake of asking for a "Receipt."

2. Present yourself at the railroad station for tickets and Certificates at least 30 minutes before departure of train on which you will begin your journey.

3. Certificates may not be available at all stations. If you inquire a few days in advance at your home station, you can ascertain whether Certificates and through tickets can be obtained to place of meeting. If not obtainable at your home station, the agent will inform you at what station they may be obtained.

4. On your arrival at the meeting present your Certificate to Mr. R. W. Balderston, Secretary, at the association desk in the Benjamin Franklin Hotel. The reduced fares for the return journey will not apply unless you are properly identified as provided for by the Certificates.

5. It has been arranged that the Special Agent of the Railroads will be in attendance on November 22 from 10.00 A. M. to 6.30 P. M., to validate Certificates.

6. It must be understood that the reduction on the return journey is not guaranteed, but depends upon an attendance of not less than 250 persons.

Certificates issued to children at half fares will be counted the same as Certificates held by adults.

7. If 250 Certificates are presented, you will be entitled to a return ticket via the same route over which you made the going journey at one-half of the regular one-way fare. This provision is good until November 26th.

8. Return tickets issued at the reduced fares will not be good on any limited train.

9. No refund of fare will be made on account of failure to obtain proper Certificate when purchasing going tickets, nor on account of failure to present validated Certificates when purchasing return tickets.

### Visits to Milk Plants, Etc.

On Tuesday morning members may elect trips to the various city milk and ice cream plants. Register at the desk as to which plant you prefer to inspect and suitable guides will be available for the trip.

The following members of the Inter-State Milk Producers' Association and Dairy Council field representatives will serve as the guest and guide committee.

Housing Committee, Clayton Reynolds, Wesley S. Holmes and Robert M. Dwyer.

Guest Committee—In charge of plant visits.

Supplee-Wills-Jones (Milk Plant)—B. G. Marsh and Clayton Reynolds.

Supplee-Wills-Jones Co. (Ice Cream Plant)—E. C. Dunning and John Bryan. Abbotts Alderney Dairies (Milk Plant)—O. S. Havens and James Camp.

Abbotts Alderney Dairies (Ice Cream Plant)—M. E. Gillatt and Charles Bishop.

Harbinson's Dairies—T. S. Campbell and H. D. Kinsey.

Scott Powell Dairies—C. E. Cowan and Floyd B. Ealy.

Dollinger's Dairies—E. P. Bechtel and C. Wilson.

Members should make every possible effort to attend this meeting of your association. Being its Tenth Annual Anniversary it promises to be a meeting out of the ordinary. Come early and stay late and we believe you will have gained much in the knowledge and methods of your organizations successful operation.

The general committee in charge of the program, banquet and entertainment features are as follows—Frederic Shangle, Chairman; R. F. Brinton, Robert W. Balderston, A. A. Miller, C. I. Cohee and P. M. Twining.

## GENERAL FARM PRICE LEVEL SHOWS SLIGHT INCREASE

Lower farm prices of practically all crops from August 15 to September 15 were offset by increases in meat animals, dairy, and poultry products, says the Department of Agriculture in its monthly farm price report.

The general level of farm prices is placed at 134 per cent of the pre-war level, compared with 133 on August 15, and with 144 per cent in September, a year ago.

Prices of feed grains moved downward during the month in sympathy with corn prices, the report states. The decline in wheat prices is attributed largely to the shift from an old to a new crop basis, especially in the spring wheat States.

Increased cotton prices are reported to be due partly to a change from low grade and low priced old crop cotton to a new crop of better grade in many of the Southern States, although the market price of cotton has decreased since the September 15 price inquiry was made.

Farm prices of all livestock and livestock products except horses and chickens increased during the month. While the farm prices of eggs have been below those of a year ago since June, the price on September 15 advanced to a point slightly above September, 1925.

Chicken prices usually decline at this season, says the report, while butter and eggs show seasonal advances which usually are continued until the end of the year.

## ANNOUNCE DAIRY AND FARM SHORT COURSES

Short courses in agriculture and dairy manufacturing at the Pennsylvania State College will open January 6 and close March 4, 1927, R. G. Bressler, vice-dean in charge of instruction in the school of agriculture, announces.

The winter courses in agriculture are divided into halves. During the first half work will be offered in soils, cereal crops, farm management, stock judging, feeding farm animals, rural life, testing dairy products, fruit growing, vegetable gardening, plant diseases, and farm poultry. In the second half the students will have courses in soil fertility, potatoes, farm machinery, livestock management, animal diseases, judging dairy cattle, dairy cattle feeding, cow testing associations and advanced registry, insects, fruit growing, vegetable gardening, plant diseases, and farm poultry.

The dairy manufacturing work will be divided into three courses running two weeks each. From January 6 to 21 a course in testing dairy products and the manufacture of butter and cheese will be offered. Ice cream making will run from January 24 to February 4. The Market milk and milk condensing course is scheduled for February 7 to 18.

Booklets describing the courses are being sent out upon request to Professor Bressler.

Milk is one of the best sources of vitamin A; the vitamin that makes children grow and strengthens the general resistance of the body against disease.

## FARMEQUIP FEED MIXER

Self Feeder for Feed Mills

MAKES BALANCED RATIONS FROM HOME-GROWN FEED

Write for Catalog and Prices

Farmers Equipment Co.

586 South Wabash Ave., Chicago, Ill.

## MINERAL MIXTURES TABOOED FOR FEEDING DAIRY CATTLE

Sick Animals Need Medical Care; Commercial Compounds Are Expensive and Are Harmful for Well Stock

When an animal is well it does not need medicine, and when it is sick it needs specific treatment for its disease. For this reason, dairymen who buy complex mineral mixtures to feed to their animals are not only wasting their money but may be harming their cattle as well, according to Professor L. A. Maynard, at the state college of agriculture at Ithaca, N. Y.

Aside from common salt, the only minerals that are needed as supplement to ordinary farm rations are calcium, phosphorus, and sometimes iodine. Mixtures containing such substances as glauber's salts, epsom salts, copperas, potassium chloride, sulphur, iron oxide, and other condiments have no justification from the standpoint of nutrition, and the continued feeding of them may be positively harmful.

Magnesium, iron, potassium, and sulphur which are included in most mineral mixtures, are valueless ingredients because common rations, are sufficiently rich in them. Laxatives, copperas, sodium bicarbonate, and sulphur are drugs rather than feeds and should not be fed to a well animal.

Some companies argue that epsom salts and glauber's salts are needed in the feed for farm animals because of their laxative action. In answer to this it should be recognized that the best way to make a ration laxative is to select properly the feeds included in it. Furthermore, the small amount of these purgatives in the mineral mixture cannot possibly have the desired effect when an animal is constipated.

### High Prices Charged

Cod liver oil, which is sometimes included in mineral mixtures, help calcium assimilation in growing pigs, but it has been proved ineffective for dairy cows. Also, when cod liver oil is fed at all, it should be purchased unmixed with other materials, since it gradually loses its value as an aid in calcium assimilation when mixed.

Compounds of calcium and phosphorus which are suitable for feeding may be purchased at from one to three cents a pound. Complex mixtures always sell at much higher prices than this, and the manufacturers try to justify their price by exaggerated and untruthful claims about their value. The complex products are actually worth less than the mixtures containing calcium and phosphorus alone because the percentage of the needed minerals is lowered by including the other substances which serve only as filler.

## FOR SALE

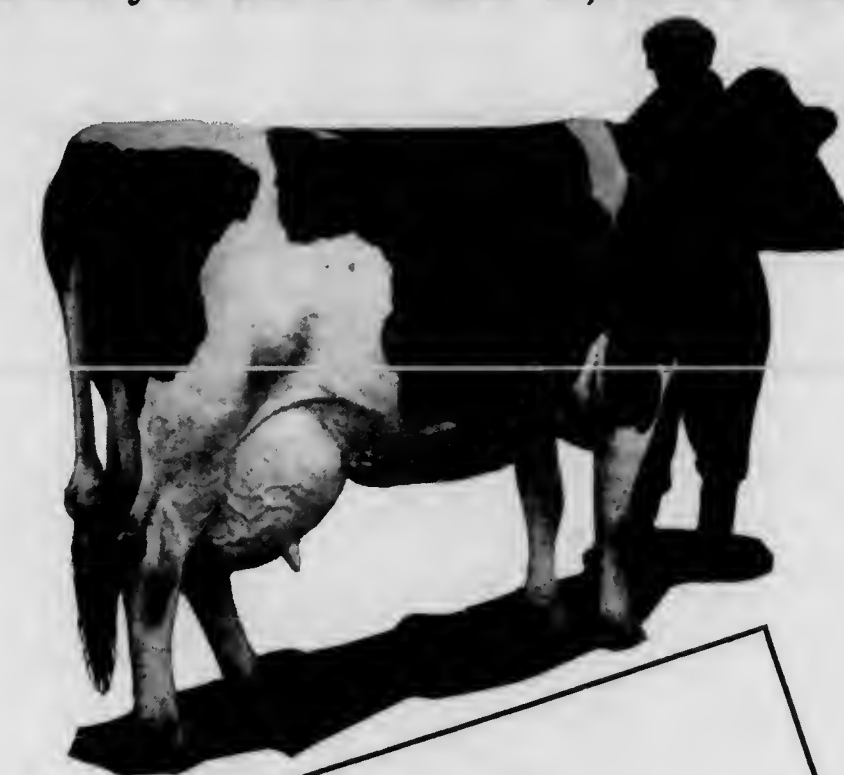
The Old Home Farm, Allamuchy, New Jersey offers for sale Holstein Heifers and Heifer Calves of the best breeding priced for sale. May offer two Heifer Calves by my thirty pound bull. I am only offering these cattle for sale because I am overstocked. Ordinarily only the best pure bred prices would take them.

EUGENE B. BENNETT,

or DREW BROTHERS

Allamuchy, New Jersey

Alfa Inka DeKol, No. 336269, H. F. H. B. In the herd of B. W. & J. C. Thompson, Clarion, Pa. Fed on Amco 32% Supplement Dairy Feed, and farm-grown corn and oats, she produced 17,000 lbs. milk last year and will make 20,000 lbs. this year.



## AMCO 32% Supplement

500 LBS. COTTONSEED MEAL  
100 " SOYBEAN OIL MEAL  
500 " GLUTEN MEAL  
280 " LINSEED MEAL  
100 " CORN DISTILLERS GRAINS  
260 " ST. WHEAT BRAN  
100 " HOMINY  
100 " MOLASSES  
20 " STEAM BONE MEAL  
20 " GROUND LIME STONE  
20 " SALT

GUARANTEED ANALYSIS  
Protein (Minimum) 32%  
Fat (Minimum) 4.5%  
Carbohydrates (Minimum) 45%  
Fiber (Maximum) 9%  
TOTAL DIGESTIBLE NUTRIENTS IN 1 TON  
—1505 LBS.

13000#  
herd  
average  
with farm-grown feed  
and Amco 32%

Pennsylvania Cow Testing records show that B. W. & J. C. Thompson of Clarion, Pa., (owners of the cow pictured above) made a herd average last year of 13,000 lbs. of milk and 450 lbs. of butterfat. The herd was fed farm-grown corn and oats supplemented by Amco 32%.

Mr. Thompson writes: "We know Amco 32% Supplement Dairy Feed must be given credit for much of our increased production this year; and by the use of Amco 32% Supplement Dairy Feed with our home-grown corn and oats, we have reduced the feed cost per hundred pounds of milk very materially, and in addition our cows are all in good healthy condition."

Study the formula for Amco 32% Supplement and you will see that as a supplement to what is at home, it cannot be bettered. Notice the ingredients. The best in the world. You know because you have used them all. Here they are all blended to supplement yours and furnish what your farm-grown feeds lack.

Supplemented by Amco 32%, you can sell your farm-grown feed to your cows for the price of a first class dairy feed.

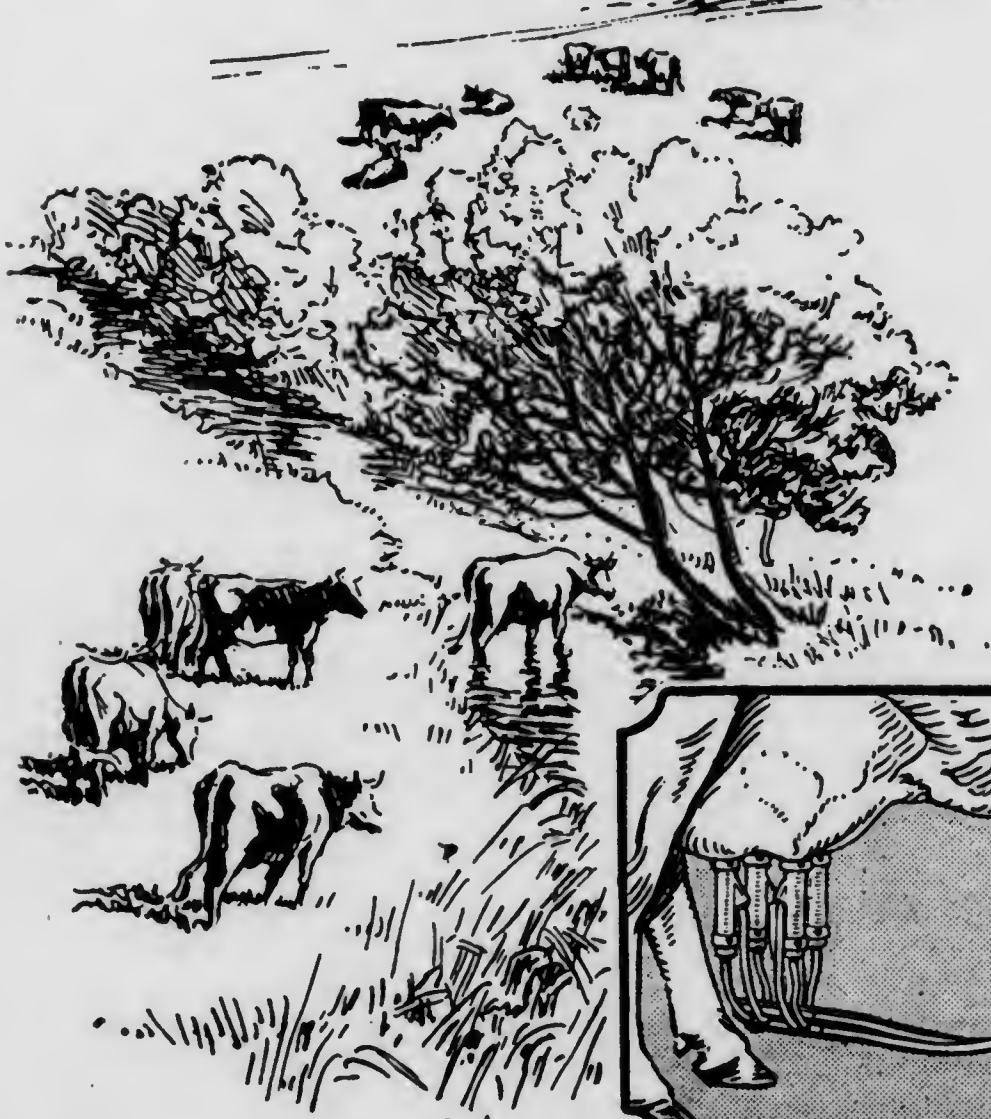
## AMCO

FEED MIXING SERVICE

American Milling Company, Peoria, Ill.  
Pennsylvania Division: Muncy, Pa.



# 1/2 Million Cows Milked the DeLaval Way



**THE** De Laval Milker has now been on the market for ten years. During that time it has been put to every conceivable test and condition of use, and has made good in a remarkable way. With thousands in use, milking more than 650,000 cows twice a day every day in the year, it has proved beyond all question of doubt that it is better, faster, cheaper and cleaner than any other way of milking cows. Hand milking is rapidly becoming as old-fashioned as hand skimming of cream or harvesting grain with a cradle.

**\$175**  
and up  
for  
**De Laval  
Milker  
Outfits**

See Your  
**De Laval  
Agent**

## De Laval Milker

*The Better Way of Milking*

### De Laval Cream Separator

The world's best cream separator. Has the wonderful "floating bowl". Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

THE DE LAVAL SEPARATOR COMPANY, Dept. 9861  
New York, 165 Broadway  
San Francisco, 61 Beale Street

Send catalog checked — ☐ Milker ☐ Separator ☐  
Name \_\_\_\_\_  
Town \_\_\_\_\_  
State \_\_\_\_\_  
No. Cows \_\_\_\_\_  
R. D. \_\_\_\_\_

## TENTH ANNUAL MEETING INTER-STATE

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., DECEMBER, 1926

NUMBER 8

## TEN YEARS OF SUCCESSFUL CO-OPERATIVE ENDEAVOR

H. D. ALLEBACH, President

THE INTER-STATE MILK PRODUCERS' ASSOCIATION

War-time increases in milk production costs had reached a serious situation by 1916. Efforts to increase retail prices during the period 1901 to 1915 had been met by a very strong resistance on the part of the public, aided by the attitude of the public press of that time. The farmers realized that something very constructive but quite radical must be done if they were to stay in the dairy business.

In the summer of 1916 the Pomona Grange of Chester and Delaware Counties, Pennsylvania, appointed a special committee to help organize the farmers. Meetings were held at many points in the county, similarly in other districts, county or inter-county organizations were perfected. Among those active in this early organization work should be mentioned M. Aubrey Pyle and M. T. Phillips, of Chester County, Pennsylvania; Dr. John N. Rosenberger, of Bucks County, Pennsylvania; J. Aldus Herr, of Lancaster County, and many others who gave freely of their time and effort to spread the idea of a strong organization of milk producers covering the whole Philadelphia Milk Shed.

Albert B. Huey, secretary of the old Inter-State Milk Producers' Association reported to his Executive Committee, August 23, 1916, the progress of this great movement. Charles F. Preston, a present director of the Inter-State Milk Producers' Association, then County Agent in Chester County, Pennsylvania, on September 27, 1916, presented to the Executive Committee of the old Inter-State Milk Producers' Association tentative reorganization plans. One month later detailed changes in by-laws were presented on behalf of the leaders of the new movement. As finally approved these amended by-laws provided briefly for (1) Local units; (2) County organization; and (3) central body of directors, one or more from each county, to manage the general affairs of the new association. These new by-laws were temporary. All united in a determined effort made to weld out of these new county groups a strongly united centrally governed co-operative selling organization.

About the same time, some far-sighted civic leaders suggested a milk commission be appointed by the governors of the four states supplying Philadelphia, which should investigate the whole milk marketing situation and report back to farmers, dealers and consumers alike.

The activities in this connection of Clarence Sears Kates, a Philadelphia Club Man, with a Chester County farm and a great big heart, can not be over estimated. Mr. Kates interested many consumers to attend the hearing of the Commission and was helpful to the farmers' interests in many other practical ways.

The man chosen chairman of the so-called "Governors' Milk Commission" was a young professor at the Wharton School of the University of Pennsylvania,

Dr. Clyde L. King. He was practically unknown at the time to either milk producers or milk dealers, but the public had heard somewhat about him through his connection with certain investigations of public service corporations.

The immediate result of the hearings of this commission was to satisfy the consumers of Philadelphia for the first time that, in order to have an adequate supply of milk for themselves and their

farmers, and their frank and open manner in coming out with these facts had certainly left a very favorable impression on all that it was not a question with them, the consumers, as to whether milk retailed at 9c or 10c per quart, but a question as to whether they received just return for their money, and what proportion went to the producer and what was retained by the distributor."

At the same meeting county represen-

J. Robinson, Salem County, New Jersey. E. Nelson James, Cecil County, Maryland.

G. A. Corey, Kent County, Maryland.

This meeting appointed a committee to confer with dealers. This later arranged a price of 6c per quart for November and December, 1916 and 5½c for the first four months of 1917. At the next meeting a committee was appointed to see that members were assisted in collecting the full market price.

At the Annual Meeting held December 11, 1916, F. P. Willits was elected president, F. K. Tyson, Vice president, R. W. Balderston, Secretary and Walter Kirby, Treasurer.

The next three months were exciting ones. The officers and others spent whole days in going over prospective constitution and by-laws. Hon. John M. Broomall, now judge of Delaware County courts, was appointed attorney, Geo. F. Bartol, then President of the Philadelphia Bourse, a very helpful member of the Association, felt it would be possible to incorporate under a special Pennsylvania Act. Several valuable weeks elapsed before it was finally determined that this could not be done. Then on the advice of Counsel, a charter was finally applied for under the Delaware laws and granted on March 17, 1917.

An important event was a meeting at the University of Pennsylvania on February 7, 1916, under the auspices of the Rural Progress Association of Pennsylvania. Hon. Gifford Pinchot presided and Dr. Clyde L. King made an address. The principle address was made by John J. Dillon, Publisher of "Rural New Yorker" and the Commissioner of Foods and Markets of the State of New York. Dr. Dillon urges vigorous measures to promote the interests of the milk producers and told of the results of the then recent milk disturbance in New York. The final meeting of the provisional Association was held at the "Bourse" on March 19th, 1917, and the new Board of Directors first met and organized on the same day. R. W. Balderston, the Secretary of the Association reported that at that time the estimated membership was 3,494. The first Board of Directors of our present association as elected that day were:

H. D. Allebach, Montgomery County, Pennsylvania.

J. M. Showalter, Chester County, Pennsylvania.

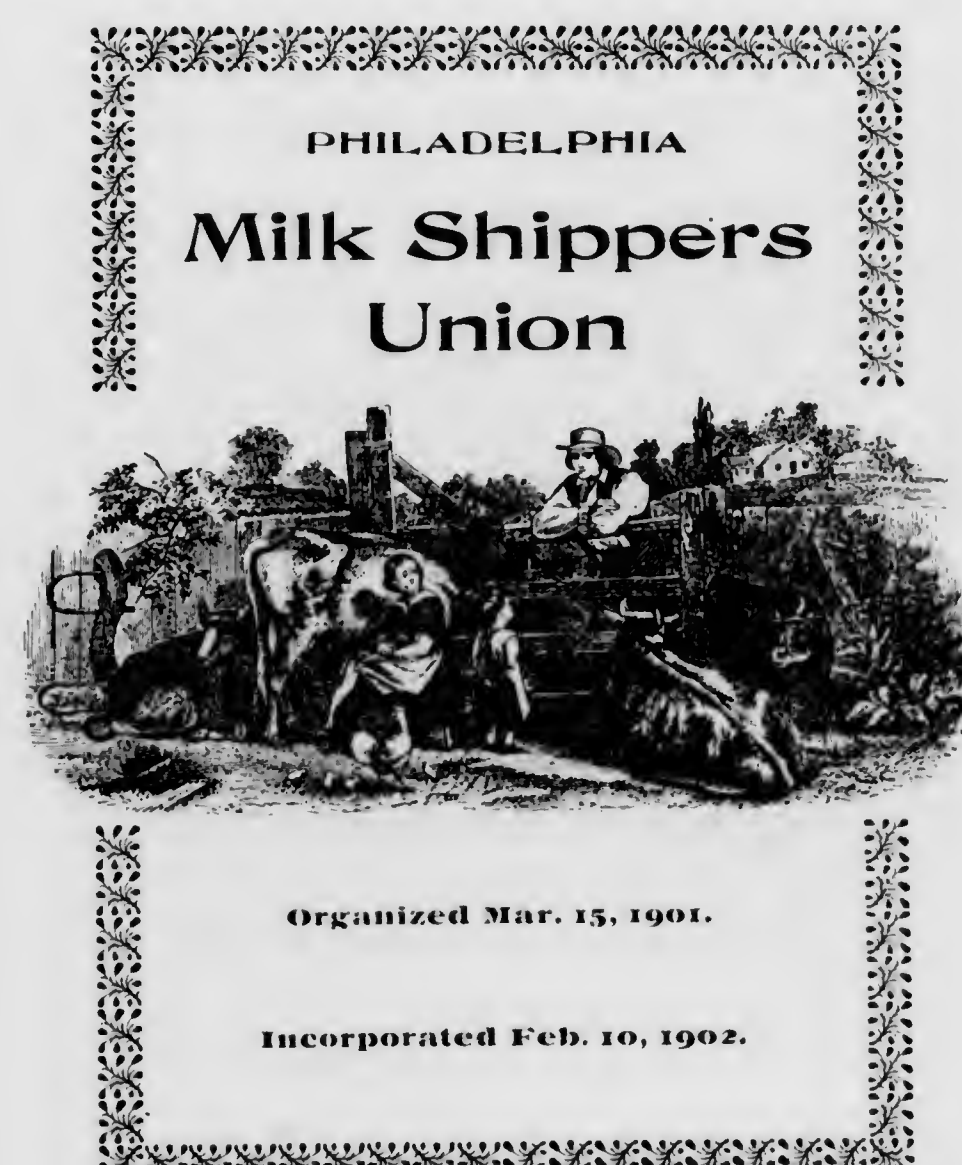
G. F. Frey, Berks County, Pennsylvania. Amos Gilbert, Lancaster County, Pennsylvania.

Frank P. Willits, Delaware County, Pennsylvania.

Ira J. Light, Lebanon County, Pennsylvania.

F. O. Ware, Cumberland County, New Jersey.

(Continued on page 6)



Trade Mark of The Milk Shippers Union, the Predecessor of The Inter-State Milk Producers' Association

children, the price to producers would have to be sufficient to enable the farmers to continue in business. The need of an immediate advance in price was clearly shown.

The Executive Committee of the Inter-State Milk Producers' Association was addressed, on November 10, 1916, by Dr. Clyde L. King and Mrs. L. H. Hitchcock, a prominent club woman of Philadelphia. The minutes of the meeting state—"Dr. King expressed himself pleased with the progress made by the commission and with the cooperation offered by the farmers in getting at actual costs of milk production in this territory, and that the Commission were going to get at facts as to costs of distribution. Mrs. Hitchcock said she was more than delighted with the plain facts presented by the

tatives attended and took seats as members of the committee as follows:

J. M. Showalter, Chester Co., Pennsylvania.

F. P. Willits, Delaware County, Pennsylvania.

Granville F. Frey, Berks County, Pennsylvania.

G. H. Masland, Bucks County, Pennsylvania.

H. D. Allebach, Montgomery County, Pennsylvania.

Amos Gilbert, Lancaster County, Pennsylvania.

E. B. Bennett, Northampton County, Pennsylvania.

C. C. Bahrenburg, Mercer County, New Jersey.

C. J. Tallman, Burlington County, New Jersey.



## TENTH ANNUAL MEETING INTER-STATE MILK PRODUCERS' ASSOCIATION

BENJAMIN FRANKLIN HOTEL, PHILADELPHIA, PA.

The annual meeting of the Inter-State Milk Producers' Association was held in Philadelphia, November 22nd and 23rd and marked its tenth year of successful effort in the cooperative marketing of its members' milk.

The meetings were held in the Benjamin Franklin Hotel and were attended by a larger number of members and delegates than ever before. A large percentage of the Local Units of the Association were represented by accredited delegates.

The opening session on Monday, November 22nd, was called to order promptly at 10.00 o'clock, by H. D. Allebach, president of the association, who introduced Dr. Wilmer Krusen, of the Philadelphia Department of Health, who made a brief address of welcome to the members and delegates. "From your records," he said, "it is evident that you have been doing something for the farmer in the four states around Philadelphia, from which the city draws its milk supply and I trust that your two days stay in Philadelphia will be profitable to you in many ways."

"Ten years of progress is something to be proud of. You must be doing something worth while for the milk producers in this territory. You have steadily progressed."

"I want to welcome you on behalf of the babies of Philadelphia because the best food for the babies, next to mothers' milk is pure cow milk properly prepared."

"Three things I have in mind, the home, the health of the home and the happiness of the home. You cannot have much happiness in a home if there is a sick baby or mother. The home is the fountain head of our American civilization today. The health and happiness of the home and the efficiency of the wage earner is a matter of concern, not only to the doctors, but to every man who has an interest in the welfare of his fellow man."

Following the reading of the call for the annual meeting of the stockholders of the association and of the minutes of the previous annual meeting, which were approved, the formal appointment of committees was made.

Nomination Committee: James Warner, Easton, Md.; Montgomery Ware, Salem County, N. J. and J. L. Walker, Gap, Pa.

Tellers of Election: D. E. Witherspoon, Chambersburg, Pa.; David Crowshaw, Burlington, N. J. and Wm. B. Rhoads, Oakbourne, Pa.

Resolution Committee: George W. Schuler, Bucks County, Pa.; Maris Hollingsworth, Chester County, Pa., and Samuel S. Schaeffer, Lancaster County, Pa.

The terms of eight directors of the association expired by limitation at this meeting. They were: H. D. Allebach, Montgomery County, Pa.; S. K. Andrews, Dorchester County, Md.; Ira J. Book, Lancaster County, Pa.; Robert F. Brinton, Chester County, Pa.; E. H. Donovan, Kent County, Md.; S. Blaine Lehman, Franklin County, Pa.; Albert Sarig, Berks County, Pa.; F. P. Willits, Delaware County, Pa.

The nominating committee renominated all of these members for re-election and in addition named John J. Lank, Sussex County, Md.; Joseph Cope, Chester County, Pa.

Following the circulation of the ballot the tellers after tabulating the votes, announced the re-election of all of the eight directors whose terms had expired, as follows: F. P. Willits, S. K. Andrews, Robert F. Brinton, S. Blaine Lehman, H. D. Allebach, Ira J. Book, E. H. Donovan, and Albert Sarig.

During the morning session R. W. Balderston made his annual report as secretary of the association. (This will be printed in full, elsewhere in this issue of the Review.)

The treasurer, Robert F. Brinton, presented a detailed report of the association's financial activities of the present year, based on the report of McGee, Fleisher and Company, Certified Public Accountants. Copies of this report are held at the offices of the association, where they may be inspected by any member of the Inter-State Milk Producers' Association, who so desires.



H. D. ALLEBACH, President Inter-State Milk Producers' Association. Mr. Allebach has been identified with the Association since its organization.

A formal report of the activities of the Testing and Weighing Department of the Association was presented by F. M. Twining, in charge of this departmental work. (This report will be printed elsewhere in this issue of the Review.)

**Tuberculosis Eradication Discussion**  
During the morning session a spirited discussion on the question of Bovine Tuberculosis Eradication took place. There was an over-whelming preponderance of evidence that the eradication of tuberculosis animals in the dairy herd was not only a profitable one, from the dollars and cents standpoint, but from the standpoint of making safer the consumption of milk on the farm.

Those taking part in the discussion included J. Walter Pancoast, Ezra Miller, Newtown, Pa.; Wm. O. Sumner, Oxford, Pa.; Albin Satterwaite, Cream Ridge, N. J.; Fred Totten, Ringoes, N. J.; Wilmer Twining, Pineville, Bucks County, Pa.; J. T. Lank, Sussex County, Delaware; Howard Waldron, Lambertville, N. J.; H. P. Shank, Elverson, Pa.; P. B. Derrick, Div. Coop. Mktg., Washington, D. C.; S. U. Troutman, Bedford County, Pa., and I. V. Otto, Cumberland County, Pa.

The consensus of opinions presented were overwhelmingly in favor of the eradication of tuberculosis from the dairy herds as rapidly as possible.

The following Resolutions were presented through the Resolutions Committee and formally adopted.

1. RESOLVED, that the Inter-State Milk Producers' Association approve all efforts to maintain the present Pennsylvania law dealing with the regulations of the traffic in Oleomargarine, and this committee recommends to this body that a standing committee be appointed to further these efforts. This committee also views with favor the earnest efforts being made in other states to secure adequate legislation to regulate this traffic.

2. WHEREAS, many parts of the Philadelphia Milk Shed have already suffered great losses from the ravages of the Japanese Beetle, and Whereas, surrounding areas are always in great danger of being invaded by this destructive pest, and Whereas, the common quail and ring-necked pheasant are two of the few birds that are known to aid in the control of this beetle,

THEREFORE BE IT RESOLVED, that the Inter-State Milk Producers' Association approves the passage of a law providing for a closed season for killing quail and ring-necked pheasants.

3. RESOLVED, that the Inter-State Milk Producers' Association favors the installation of flashing light warning-signals at all grade railroad crossings and urges careful consideration of this problem by the Legislatures of the States in which this Association operates. The cooperation of the railroads is earnestly



R. W. BALDERSTON, Secretary of the Association since its organization.

sought to attain this protection at grade crossings so that life and property may be adequately safeguarded.

4. RESOLVED, that the Inter-State Milk Producers' Association in this, its tenth annual meeting, reaffirm its endorsement of the resolution adopted at its last annual meeting favoring sufficient appropriations by the Congress of the United States to pay the full indemnity per cow in the campaign for the eradication of tuberculosis.

5. On recommendation of the Board the following resolution was passed: Whereas, a resolution having been adopted by this body one year ago,

empowering the Board of Directors to make such changes in the operation of the Philadelphia Selling Plan as might be deemed necessary during 1926, and the effect of this resolution having been extremely advantageous to our members, therefore, be it resolved, that the Board of Directors be and hereby is authorized and empowered, subject to further instructions by this body, to continue in effect such changes in the Philadelphia Selling Plan as have been made during the past year and to make such other changes as may be deemed necessary from time to time.

**Visiting Ladies Entertained**  
The entertainment of the visiting ladies of the delegates and members of the association was prepared by the Ladies Committee, Mrs. Robert F. Brinton, chairman, and was held in the offices of the Inter-State Milk Producers' Association in cooperation with the Philadelphia Inter-State Dairy Council. (Details of this session will be found on page 16.)

**Monday Afternoon Session**  
The afternoon session was opened at the Benjamin Franklin Hotel, at 2 P. M. when H. D. Allebach, president of the Inter-State Milk Producers' Association presented his annual address. This address, after a historical presentation of the operations of the previous farmers' marketing association in this territory, presented a graphic story of the growth of the Inter-State Milk Producers' Association the past ten years and incidentally referred to the particular developments of the year just closed.

The address is printed in this issue of the Milk Producers' Review, page one.

The yearly report of the Philadelphia Inter-State Dairy Council was presented by Robert W. Balderston, secretary, and is also printed in this issue of the Review.

Francis R. Taylor, Esquire, of the counsel for the Inter-State Milk Producers' Association pointed out the gradual broadening of the Association's activities during the past ten years. At first its members required the collections of very many bad bills. This involved bankruptcy and other similar proceedings several times. At present the cooperation of the legal advisors of the Association is along the line of outlining greater opportunities for service in the future.

Mr. Taylor then emphasized very strongly the importance of the membership of the Association appreciating the national and even international aspects of the present agricultural problem, particularly as it relates to the welfare of our dairy farmers. He asked the delegates present to urge the membership of the Association to think in terms of an industry which, in a few short years, has developed a marketing system so broad that at the present time the price of milk in the Philadelphia Milk Shed is influenced by forces and movements all over the world.

**Organization Meeting of Directors**  
Following the afternoon session the Directors of the association held its first meeting of the new year. Those present included H. D. Allebach, S. K. Andrews, J. M. Benech, I. J. Book, R. F. Brinton, E. H. Donovan, E. Nelson James, J. W. Keith, H. I. Lauver, S. Blaine Lehman, A. R. Marvel, I. V. Otto, J. A. Poor.

(Continued on page 16)

## TEN YEARS IN THE FIELD

F. M. TWINING

In Charge I. S. M. P. A. Testing and Field Department

When the Inter-State Milk Producers' Association was organized ten years ago, producers had no way of checking on the butterfat test of their milk. The officers of the association soon found that they could not arrive at a satisfactory understanding regarding such matters without accurate figures.

In August, 1917, we made our first investigations of the Babcock test operations of some of the few dealers who were at that time buying milk according to its butterfat content.

We found a variety of conditions, good and bad and indifferent and an utter lack of uniformity of methods used.

### Early Conditions

In 1916, a small percentage of the buyers in our territory took composite samples. Some samples were taken at irregular periods varying from twice a week to once a month.

There were no Babcock test laws in Pennsylvania, Delaware or Maryland.

Testers, weighers and samplers were not licensed in those states.

Testing glassware was not standardized and often inaccurate.

Very few operators used water baths to insure reading the tests at the proper temperature.

Divides were not commonly used to insure accurate reading of tests.

Samples were often emptied immediately after testing so that no check tests were possible.

Many operators otherwise competent, had grown careless because their results were not checked.

Conditions that seem almost impossible now days, were quite common occurrences in those early days of our Association. I found a test machine sitting out under a tree so badly rusted that it could not be used. It could not have been run for many previous months, but patrons of the plant were being paid according to the butterfat test of their milk.

Several testers were employed intermittently in the period between 1917 and 1922 at such times as they could leave their regular employment.

Investigations at first were on'y made at the request of local officers and no attempt was made at systematically checking at regular intervals. Consequently progress toward improvement of general conditions was slow and difficult.

A concerted effort to formulate suitable Babcock test laws in the four states of our territory was begun by our officers soon after the Association was organized and has resulted in our now having the necessary legal structure to protect our members against fraud and for state officials to make such regulations as are necessary to insure the correct operation of the Babcock test.

In 1916, New Jersey passed a law requiring operators of the Babcock test to be licensed. In 1920, the legislature passed two very effective regulatory acts which are still in force.

The legislature of Pennsylvania in 1919 passed two laws, one regulating the operation of the Babcock test and the other providing for the standardization of testing glassware. These have been a great benefit to the dairy industry. In 1923, another act was passed requiring purchasers of milk to furnish to producers, periodic statements of daily deliveries

and the average percentum butterfat test of the milk.

One of the best laws governing the operation of the Babcock test was passed by the Pennsylvania legislature in 1923. One of its provisions is that the owner the manager and the tester of the plant at which the milk is delivered are equally responsible before the law and fines may be imposed upon each or all.

Hon. F. P. Willits, Secretary of Agriculture of Pennsylvania says of this law: "This law has put an end to abuses which have existed in the past in weighing and testing of milk and cream. Such abuses were due either to carelessness, ignorance of testers, or wilful crookedness on the part of buyers. Examination of men who have been or desire to become weighers, samplers or testers has revealed many who are totally un-

in four years our activities as originally planned have been enlarged and the demand for several new types of service has been met as far as possible.

Since the beginning of the check testing service there has been a constant improvement in the average efficiency of Babcock test operators, throughout our territory. In the early days of our work the percentage of testing errors found was nearly 10%. By 1924, after two years of systematic checking, the average percentage of errors had been reduced to 5.2%. In 1926, less than 1% of testing errors were found.

### Membership Work

Of 7148 new members secured during the past four years, over 85% have been secured by the men of this department.

By having men stationed in various

of weighing, compliance with testing laws, accuracy of testing.

### Herd Tests

The growth of our work in making herd tests has been very satisfactory. We have tested the individual cows in approximately 175 different herds, twenty-five of them regularly each month.

### Weighing

In response to complaints received regarding weights, we have frequently weighed milk, either in transit or at the farm before shipment, in order to check accurately upon the actual weights received by members. If our herd test work continues its rapid growth we shall probably make a nominal charge for monthly herd tests and in cooperation with County Agricultural Agents, endeavor to work out a more satisfactory system of cow testing work for certain parts of our territory.

The Department has so standardized its work that during the next year it will be able to take care of its activities more efficiently than ever before. Its employees are all experienced men. Five of these ten men have been with it since the organization of the department four years ago and all have been employed more than one year.

### PENN STATE STUDENTS VISITS INTER-STATE HEADQUARTERS

A group of fifty students, of the senior and junior classes of the Department of Agricultural Economics, made a three days tour of the Philadelphia District, November 4 to 6 inclusive, under the direction of J. E. MacCord and Fred Lininger of the Penn State College, Department of Agricultural Economics, and Fred Hannaman, Department of Agriculture, Bureau of Markets, Harrisburg, Pa.

The tour included visits to the Car Load Market, Produce Market, Fruit Auction and Terminal Inspection Market, Abattoirs, Cold Storage Warehouses, Potato Yards, Grain Elevators and the Girard Point Grain Elevators.

Saturday, November 6th, was dairy day when visits to the Abbotts Alderney Dairies and the Supple-Wills-Jones plants.

The trip included a visit to the headquarters of the Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council.

Here the students were given an outline of the development and program of these organizations. Addresses were made by H. D. Allebach, C. I. Cohee, Ralph Zollers and others, outlining the programs of the organizations various departmental work.

Gullies may be filled in and reclaimed by building soil-saving dams across them. These may be made of a variety of materials, including stakes, brush, straw, logs, loose rock, or woven wire, while permanent dams may be constructed of earth, masonry, or concrete. The beginning of bad gullies is often traceable to some such practice as dragging a plow or driving a wagon across a sloping field when the ground is wet.

A paint brush and some paint can often transform an assorted collection of furniture into a harmonious set.



INTER-STATE MILK PRODUCERS' ASSOCIATION TESTING AND FIELD FORCES  
Top row, left to right—Chas. E. Cowan, L. K. Shoemaker, E. C. Dunning, Oakley S. Havens and E. P. Beechle.  
Bottom row, left to right—Clayton Reynolds, H. D. Kinsey, Frank M. Twining, Director, and I. R. Zollers.

qualified for the work. One applicant could neither read nor write. During the portion of the year in which this law was effective, a total of 58 prosecutions were successfully terminated in the courts. The charge for permits and licenses yields a revenue which meets the expense of enforcing the law."

Delaware passed two acts in 1921, one regulating the testing and licensing of operators. The other providing for the standardization of glassware.

The Maryland State Board of Agriculture in 1920 issued regulations governing milk and cream testers. These regulations have recently been very materially modified to meet the needs of those Maryland producers who sell milk on the Philadelphia market.

### Testing Department Organized

Early in 1922 the need for a more thorough system of field work had become so apparent that it was decided to organize a complete department to systematically check the members' milk.

It was found that the department was doing very essential work but was not large enough to cover the entire field consequently, in 1923 the present weighing and testing system was inaugurated.

sections of our territory, who are in contact with local conditions from one end to the other, our sales manager has constant access to sources of reliable information regarding supply and demand which could not otherwise be obtained.

There have been ten men employed in the department the greater part of 1926. One hundred and fifty-two (152) milk plants have been regularly investigated approximately eight (8) times each with just enough change in the order of visits to keep the work from becoming routine.

Plant investigations cover the following items which are reported in detail.

Tests of fresh samples taken by Inter-State Milk Producers' Association men.

Tests of composite samples taken by the dealer.

Copy of the dealers tests of composite samples.

The weight of 50 lb. test weight when placed on empty weight tank with scales balanced at zero.

The weight with 50 lb. test weight placed on tank holding a certain quantity of milk.

Leaks of outlet valve.

Summary of investigations.

Additional information — Carefulness



## INTER-STATE MILK PRODUCERS' REVIEW

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### Editorial



The program of the tenth annual meeting of the stockholders of the Association clearly outlined the development of the organization during that period. The reports of officers described its progress in detail, with particular reference to the growth and development of markets, increased membership and financial stability.

There has been a unity of purpose in its development which has insured success. Many of these problems have been the subjects of long study and thought while others are yet in the process of development.

The outstanding note of the two-day session was that of plans for the future to further improve and strengthen the markets for the members of the Association.

Delegates from most of its 279 local organizations throughout the Philadelphia Milk Shed who were in attendance during the various meetings of the two day session, heard the various reports of the officers and the different departmental programs. They discussed plans and aided in considering various cooperative projects. These delegates and members can now carry this message of the Association's development and activities back home to the local units, so that the membership at large may be informed as to problems and plans of the organization.

Outstanding addresses were made by leaders in the industry, covering the many problems confronting the dairy-men. Some of these will be printed. In

the meantime, the Milk Producers' Review in this issue covers in detail many of the important reports and addresses which our members should not fail to read.

Local bankers and business men in our smaller Eastern towns and county communities state that a satisfactory fluid-milk market under I. M. P. A. control means prosperity for the community. This is a hopeful sign. Perhaps soon we may look for the bankers, manufacturers and merchants in our larger Penna. centres to appreciate more fully the economic importance of a prosperous local agriculture to the great industrial area centering around Phila. When agriculture had all but gone from industrial New England, the business men of these states counselled together and have spent and are spending millions to save agriculture to New England as a necessary adjunct to a prosperous and permanent industrial development.

When we remember that a very large proportion of the corn and oats is marketed through feeding the grain to farm animals and poultry and much wheat is used as a feed for poultry, it is easy to see how very important it is to the agriculture of Penna. that the dairy farmers of the state have a satisfactory market for their product.

The recent price adjustment in the Phila Milk-Shed meant very little to the individual consumer as compared with its economic importance to dairy farmers not only in Pennsylvania but throughout the "Interstate" territory.

Any advance in milk prices is immediately reflected in greater buying power among our producers—and the consequent purchase of those things our farmers need and use, such as farm machinery, barn-equipment, labor-saving devices for the housekeeper, new auto, or a radio. Then too, improved markets for dairy products aid greatly both in the securing of adequate credit facilities and the prompt payment of bank loans by farmers.

### CHECK UP NOW

Do you get your copy of the Milk Producers' Review regularly? Have you kept the mailing department advised of any change in your mailing address?

The Milk Producers' Review keeps you posted on prevailing milk prices—quotes them monthly and prints the surplus price of milk each month.

It will be to your advantage to read the Milk Producers' Review. It will keep you informed on market and general conditions and incidentally, when answering advertisements always mention the fact that you read the advertisement in the "Review"—Advertisers who spend money for their Ads in the Review, like to know who reads them.

### FARM LABOR IN NEW JERSEY

Estimates now available showing the supply and demand of farm labor, indicate the present supply as being 83 per cent of a normal and the present demand at 94 per cent of normal, resulting in a present potential of 88.3 per cent as compared with 87.4 per cent the October potential and 91.4 the potential supply on November 1st, 1925.

### COWS DO DRINK WATER

Drinking cups in the dairy barn are a good investment. Cows in milk need an abundance of water and opportunity to drink after each feed. Provide now for greater cow comfort and more dairy dollars during the coming winter.

### MARKET CONDITIONS

In the Philadelphia Milk Shed During November

There has been a good demand for fluid milk throughout the month and on an average just about equals the productive basis.

Production in many cases represents about the average for the season. Here and there decreases are to be noted, due primarily to seasonable conditions. Open pasture has come to the end for this year and many farmers are beginning their usual winter feeding programs.

All the basic supply of producers' milk during November, as governed by the 1925 basic quantity will be paid for by cooperative dealers at full basic prices. Milk shipped in excess of the 1925 basic quantity will be paid for at the Class I surplus price.

Grade B market milk, three per cent butter fat content, (basic quantity average) delivered f. o. b. Philadelphia during November is quoted at \$3.29 per hundred pounds, or 8 cents per quart.

The price of basic milk of the same grade and butter fat content, delivered at receiving stations in the 51-60 mile zone from Philadelphia, for the month of November was \$2.71 cents per hundred pounds. The usual butter fat differential applying in all cases.

The price of surplus milk for November, at all receiving stations, 3% butter fat content, class I basis is quoted at \$1.97 per hundred pounds, as compared to \$1.81 one month ago. All milk in excess of the basic quantity will be paid for by cooperating dealers, at the class I surplus price. Class II surplus does not again become effective until January 1927.

### Feed Prices

The feed market has been comparatively steady during November, somewhat lower prices have prevailed for some classes of feeds but there has been no sharp movement, either up or down. Mill feeds have, if anything, been a trifle easier and quotations have been on a more or less nominal basis.

### November Butter Prices

There has been a steady upward movement in the price of butter. Early in the month the market was firm at 48 cents per pound for 92 score solid pack butter, New York City. By gradual advances the price by mid-month had reached 50 cents and at the end of the month was firm at 52 1/2 cents. Receipts on the whole show a slight decrease as compared to the same period last Nov.

There has been some little butter imported from Denmark, but the tonnage so far this season has not been large.

The average price of 92 score butter, New York City, on which the basic price for November was figured was .500 cents per hundred pounds.

### QUALITY CONTROL DEPARTMENT MAN TAKES NEW POSITION

D. A. McCarthy, who has been associated with the Quality Control Department of the Philadelphia Inter-State Dairy Council for three years, has accepted a position in the Service Bureau Department of the National Dairy Council, with headquarters in Chicago, Ill.

In addition to his work in the Quality Control Department, Mr. McCarthy assisted in the preparation of the agricultural exhibit display of the Pennsylvania Department of Agriculture in the Pennsylvania State Building at the Sesqui-Centennial Exposition in Philadelphia.

### DO YOU WANT A GOOD FARM HAND

Every dairyman should be interested in the work being done by the National Farm School, located near Doylestown, Penna. This school was founded about thirty years ago, and since that time has annually graduated a class of trained young men, fitted to take up the general work of farming and particularly that of dairymen.

The National Farm School, is located on 1200 acres of land in Bucks County, Pennsylvania, and is equipped in the modern way. It has a new and modern dairy barn, hay barn and dairy building.

While the National Farm School was founded by Rabbi Joseph Krouskopf, and while the funds for its support have been provided by members of the Hebrew Faith in America the school is non-sectarian in character and the education provided is free of cost to the students.

The course embraces three years of study and actual farm practice and the graduates range from 19 to 21 years of age. A student body of about 160 is maintained at the school.

Each year, in February, a graduating class of these young, trained men are available for employment at prevailing wages for good farm hands, where they can further advance their education by the practical operation of actual farm work.

Grant Wright, publisher of the "Eastern Dealer" is a director of the National Farm School, and as such is particularly interested in placing graduates in such employment that not only the student but the employing farmer will be mutually benefitted. It is believed important that the graduate body be placed where they will be particularly suited for the work to be performed and the placing of such graduates is being given his personal attention.

If any of the readers of the Milk Producers' Review are open for the engagement of such trained young men, and will communicate with Grant Wright, 527 Drexel Building, Philadelphia, Pa. prompt personal attention will be given the inquiry.

### STORAGE STOCKS OF DAIRY PRODUCTS AND MEATS, UP; POULTRY AND EGGS, DOWN

Increased supplies of dairy products and meats in cold storage September 1 this year compared with last, and decreased supplies of poultry and eggs are shown in the Department of Agriculture report for September 13.

Stocks of creamery butter are placed at 138,169,000 pounds compared with 128,403,000 pounds a year ago, and a five-year average of 118,381,000 pounds. Total stocks of meats are reported at 722,552,000 pounds compared with 694,915,000 pounds on September 1 last year, and a five-year average of 778,536,000 pounds.

Frozen poultry supplies are reported at 38,610,000 pounds compared with 47,946,000 pounds last September, and a five-year average of 32,730,000 pounds. Eggs in cold storage fill 9,563,000 cases compared with 9,873,000 cases a year ago, and a five-year average of 9,070,000 cases.

Lard production during August is placed at 113,863,000 pounds compared with 90,421,000 pounds during August, 1925, and a five-year average of 113,122,000 pounds. Cold storage holdings of lard September 1, totaled 150,823,000 pounds compared with 114,724,000 pounds last year, and a five-year average of 124,980,000 pounds.

## LATEST MARKET PRICES

### PHILADELPHIA SELLING PLAN

The basic and surplus provisions of the Philadelphia Selling Plan again became effective with January, 1926. The basic quantity is represented by the average monthly shipment of milk during October, November and December, 1925.

Beginning with January, 1926, milk is paid for by cooperating dealers, on the basic and surplus plan. Milk shipped in excess of the basic quantity, will be paid for on the average New York, 92 score butter, solid pack, price for the month, plus 20 per cent.

These quotations are based on 3/2% butterfat milk and a differential of 1 cent for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is not to the producers and that all buyers using it as a basis of payment to producers shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46 1/2 quarts) of all milk purchased from any producer at price listed hereon.

(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46 1/2 quarts) of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46 1/2 quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

### BASIC PRICE November F. O. B. Philadelphia Grade B Market Milk

Test per cent.	Per 100 lbs.	Price per qt.
3.05	\$3.29	7.1
3.05	3.31	7.1
3.1	3.33	7.15
3.15	3.35	7.2
3.2	3.37	7.25
3.25	3.39	7.3
3.3	3.41	7.35
3.35	3.43	7.4
3.4	3.45	7.45
3.45	3.47	7.5
3.5	3.49	7.55
3.55	3.51	7.6
3.6	3.53	7.65
3.65	3.55	7.7
3.7	3.57	7.75
3.75	3.59	7.8
3.8	3.61	7.85
3.85	3.63	7.9
3.9	3.65	7.95
3.95	3.67	8.0
4.0	3.69	8.05
4.05	3.71	8.1
4.1	3.73	8.15
4.15	3.75	8.2
4.2	3.77	8.25
4.25	3.79	8.3
4.3	3.81	8.35
4.35	3.83	8.4
4.4	3.85	8.45
4.45	3.87	8.5
4.5	3.89	8.55
4.55	3.91	8.6
4.6	3.93	8.65
4.65	3.95	8.7
4.7	3.97	8.75
4.75	3.99	8.8
4.8	4.01	8.85
4.85	4.03	8.9
4.9	4.05	8.95
4.95	4.07	9.0
5.0	4.09	9.05

When milk is not tested, the price f. o. b. Philadelphia is 8 cents per quart.

### NOVEMBER SURPLUS PRICE F. O. B. Philadelphia Class I Milk

Test per cent.	Per 100 lbs.	Price per qt.
3.05	\$2.55	5.5
3.1	2.57	5.55
3.15	2.59	5.6
3.2	2.61	5.65
3.25	2.63	5.7
3.3	2.65	5.75
3.35	2.67	5.8
3.4	2.69	5.85
3.45	2.71	5.9
3.5	2.73	5.95
3.55	2.75	6.0
3.6	2.77	6.05
3.65	2.79	6.1
3.7	2.81	6.15
3.75	2.83	6.2
3.8	2.85	6.25
3.85	2.87	6.3
3.9	2.89	6.35
3.95	2.91	6.4
4.0	2.93	6.45
4.05	2.95	6.5
4.1	2.97	6.55
4.15	2.99	6.6
4.2	3.01	6.65
4.25	3.03	6.7
4.3	3.05	6.75
4.35	3.07	6.8
4.4	3.09	6.85
4.45	3.11	6.9
4.5	3.13	6.95
4.55	3.15	7.0
4.6	3.17	7.05
4.65	3.19	7.1
4.7	3.21	7.15
4.75	3.23	7.2
4.8	3.25	7.25
4.85	3.27	7.3
4.9	3.29	7.35
4.95	3.31	7.4
5.0	3.33	7.45

### MONTHLY BASIC PRICES OF GRADE B OR MARKET MILK F. O. B. Philadelphia and at receiving stations in the 50 mile zone at 3% butterfat.

Month	F. O. B. station 50 mile zone per cwt.
January 1926	6.8
January 1925	6.3
February	6.3
March	6.3
April	6.3
May	6.3
June	6.3
July	6.3
August	6.3
September 1-15	6.3
September 16-30	6.3
October	6.3
November	6.3

### DECEMBER PRICES Inter-State Milk Producers' Association

Month	Price per cwt.
January	2.15
February	2.13
March	2.04
April	1.87
May	1.92
June	1.95
July	1.92
August	1.96
September	2.10
October	2.21
November	2.37

The price paid for basic milk during December will, subject to market conditions, be the same as quoted for November. Surplus prices will be computed in accordance with the basic quantity established in October, November and December, 1925, or where such basis has not been established, on the quantity agreed upon between buyers and sellers. During October, November and December all milk in excess of the basic

quantity will be paid for, by cooperating buyers, on the basis of Class I Surplus. This price is based upon the average 92 score, solid packed butter price, N. Y. City, for the month, plus 20 per cent.

### NOVEMBER BUTTER PRICES 92 Score, Solid Packed

Philadelphia	New York	Chicago
1	49	47
2	49	47
3	49 1/4	47 1/4
4	49 1/2	47 1/2
5	49 1/2	47 1/2
6	50	47
7	50 1/2	47 1/2
8	50 1/2	48
9	50 1/2	48 1/2
10	50 1/2	49
11	50 1/2	49 1/2
12	51	49 1/2
13	51	49 1/2
14	51 1/2	49 1/2
15	52	49 1/2
16	52	49
17	52	49
18	52 1/2	49
19	53	49
20	53	49 1/4
21	53	49 1/2
22	53	50
23	53	50
24	53	50 1/2
25	53 1/2	51
26	54	51
27	54	52
28	54 1/2	52 1/2
29	54 1/2	52 1/2
30	54 1/2	52 1/2

### PENNA. STATE FARM SHOW

Plans were made at a recent meeting of the general committee, representing 225 farm organizations, for the largest statewide farm products show ever held in Pennsylvania, the date being set as January 17 to 21, 1927.

Manager H. E. Klugh reported that this show will occupy 130,000 square feet of floor space, 26,000 square feet more than the show a year ago. A budget approximately \$21,000 including \$7,000 in premiums, for the 1927 show was presented. The premium list is now in the printer's hands and will be available for distribution in a few weeks.

The opening convocation meeting of the Show will be held Tuesday evening, January 18th. Arrangements were also made to provide for the regular annual meetings of the 25 farm organizations which cooperate with the management of the Show.

Reports from the committees in charge of the various exhibits indicated greater interest in exhibiting among producers than a year ago.

The livestock show will be three or four times larger than the 1926 exhibit. A total of 200 baby beef calves, 120 hogs of four different breeds, 100 lambs, and 30 head of dairy cattle of four different breeds will be exhibited.

The junior department will include vocational demonstration contests, a vocational day, a show of beef calves by boys and girls clubs and a Jersey calf club show. At least 500 boys and girls are expected to take part.

### 1219 HEAVY MILKERS REPORTED IN STATE

Thirty Pennsylvania cow testing associations reported 11,088 cows tested during October, the monthly report of the Pennsylvania State College dairy extension service shows. Of this number 1219 gave a half ton or more milk, and 918 produced 40 or more pounds of fat.

The Chester Valley association led in number of cows tested with 534. Warren was second with 530. The Coventry association of Chester County, with 73, was first in number of 40-pound fat producers, and the Warren group was second with 66. Carbon-Lehigh ranked first in number of 1000-pound milkers, 111. Eighty-three, the next largest number, was that of the Coventry association.

Carbon-Lehigh dairymen took all the other honors for the month. A registered Holstein owned by Berton McLean, of that group, was the best milker with 2331 pounds and the highest cow in butterfat, producing 88.5 pounds. The highest 10-cow average in butterfat, 69.4 pounds, also was made by this association.

December all milk in excess of the basic

## Eastern States Farmers' Exchange

### Substantial Progress September Figures Show Steady Gain Throughout Exchange Territory.

The Eastern States Farmers' Exchange made its cooperative feed and grain buying service available this spring to Pennsylvania farmers at the request of Pennsylvania farmers. The first Eastern States car resulting from the request for regular service in Pennsylvania arrived at Newton on March 28. On October 23 shipping stations have been established at 18 points in the state.

Rumors are now being passed about in Pennsylvania that the Eastern States Farmers' Exchange is looking for members in Pennsylvania because it is slipping in its old territory. What are the facts?

Prior to extending its service to Pennsylvania the Exchange was operating in the New England States, Delaware, and Caroline County, Maryland. The service which originated in New England was extended to Delaware in 1922 at the request of Delaware farmers, and to Caroline County, Maryland in the fall of 1925 at the request of Caroline County farmers. The figures in the accompanying table show that the Exchange is slipping—but slipping forward and not backward.

### Table of Comparative Tonnage of Eastern States Feed and Grain Shipments

	Oct. '25	Oct. '24
Maine	6,584	4,508
New Hampshire	9,557	7,670
Vermont	26,170	25,651



## TEN YEARS OF COOPERATIVE ENDEAVOR

### H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 1)

Frederick Shangle, Mercer County, N. J.  
Eugene B. Bennett, Northampton County, Pennsylvania.  
G. H. Masland, Bucks County, Pennsylvania.  
Harold D. Harker, Burlington County, New Jersey.  
A. B. Waddington, Salem County, N. J.  
G. A. Corey, Kent County, Maryland.  
S. M. Whitley, Talbot County, Md.  
E. Nelson James, Cecil County, Md.

The directors organized by electing Mr. Willits, President; H. D. Allebach, Vice President; Walter Kirby, Burlington County, Treasurer; R. W. Balderson, Chester County, Secretary; with Messrs. Corey, Light and Shangle as members of the Executive Committee in addition to the president and vice-president.

#### Building a Membership—1917

The remaining nine months of 1917 were spent in getting organized. The Association formally opened its Philadelphia headquarters in the Heed Building on July 1st. The office force consisted of the secretary and two assistants.

The Secretary was instructed to

ed for their milk. One such territory had had a strike, almost the only one which has ever occurred in Inter-State history. Mr. Willits states that "all of the 75 men in one station stood firm, held their milk, and secured the Association price when such has been refused them."

He further states that by this time, the first of December, "the commission due the organization by our members is now coming in fairly regularly through the cooperation of most dealers." By this time, too, the directors had worked together long enough to have developed the splendid policies of fair play which have characterized the Association until this day. Mr. Willits states in this connection, "we want to deal justly with all,—fear no one, and to discriminate against no one. We have endeavored to make milk dealers realize that we want to treat all alike,—both large and small,—and to be perfectly just in all our demands."

#### Organizing the Market—1918

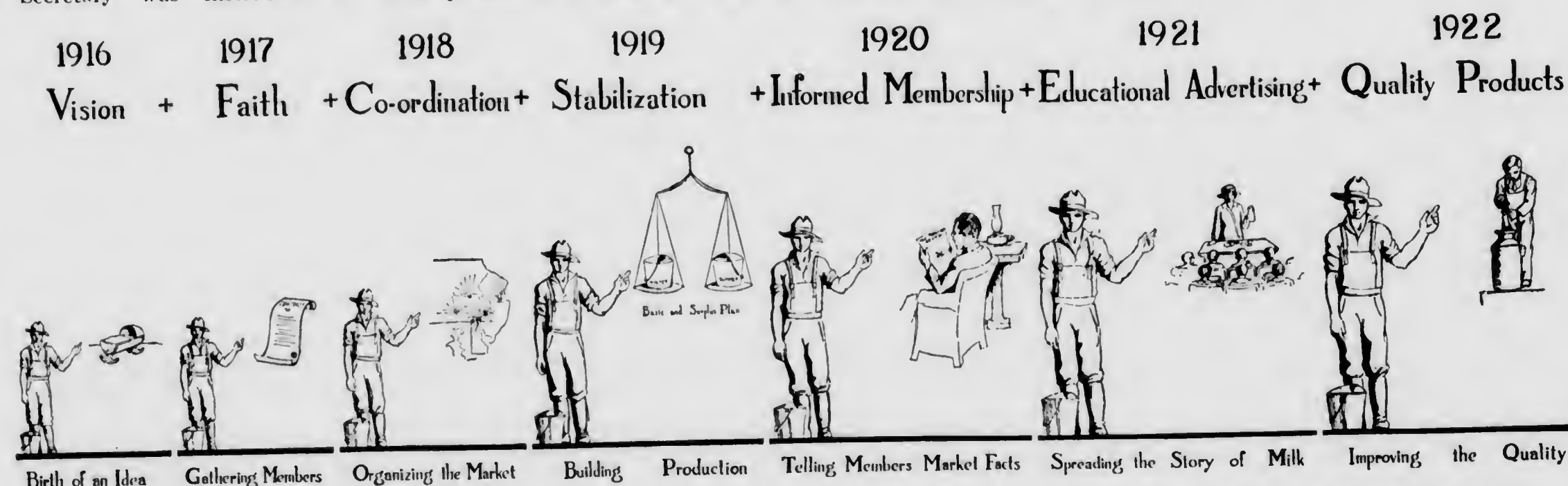
Early in 1918 a large number of questions confronted the Association, but most prominent of these was that of

their routes so that one man and one horse serve as much milk as was commonly delivered by two men and two horses ten years ago in this city, or even now in many neighboring cities."

The work which was done during this year by the Food Administration through the activities of Dr. Clyde L. King in cooperation with the Association and representative dealers throughout the territory, developed a permanent marketing program and price structure which has stood the test of time. Many slight variations have necessarily been made in many of the markets, but the policy on which it was based remains true, namely, that the price at all these markets is based on the f. o. b. Philadelphia price with such local variations for freight as will keep just enough milk in each respective territory to supply the demand but not enough milk to flood the market.

In this connection it is interesting to refer briefly to the president's address of 1918:—"Your officers have found it necessary to visit many of our local markets during the past year in connection with the campaign, to place all such

mittees and much time and thought on the part of the Board of Directors. This was agreed to by the dealers and then presented to the stockholders of the association at the annual meeting held December 1st and 2nd, 1919, for final approval. It was adopted and went into effect January, 1920. This plan naturally created much consternation throughout the territory, largely because it was not possible for the members to be informed in advance so as to regulate their production practices. A large number of meetings were held to iron out misunderstandings with regard to this matter, and many adjustments and explanations had to be made. Too much credit cannot be given to the faith of the members who responded to the appeals of the vice-president, and others to stand by the proposition and give it a fair trial. The plan has now been tried long enough so that we can with certainty point to the success which has attended its adoption by the organization. During the first year approximately 35% of the milk was sold at surplus prices by our members. During the past year this represented less than 10%, and the removal of all this



The above illustration shows accurately the growth and accomplishment of the ten years of progress of the Inter-State Milk Producers' Association. The comparative growth of the organization, is pictured in the size of the farmers, drawn to scale. Each farmer points to an illustration of what has been carefully selected as the outstanding new work of that year. Above each picture is the marketing principle illustrated by that particular activity.

organize a membership campaign in which all members of the Board of Directors pledged themselves to assist. Meetings were called throughout the territory and speakers were sent to all these meetings with contracts and copies of the by-laws and rules for local units. Members of the provisional association of 1916 were allowed to join the new association being credited in their stock subscriptions with the amount of dues they had paid in the provisional organization. By July quite a number of the dealers had agreed to deduct and remit commissions.

At the first annual meeting, President Willits' report stated that "The first test of our strength came July 1st, when we assumed active charge of the sale of milk of our members. We demanded and secured a substantial advance over the previous price."

"We realize that the price is the first thing we consider, but it is not all. It is very important that whatever price is set, that it can be secured for everyone and that it be just and equitable to all."

Mr. Willits went on to say that by this time the organization had grown to twenty-one counties in the Philadelphia Milk Shed, a large proportion of which, while within the Philadelphia Milk Shed for many years, had never been in a position to cooperate with others in arranging the price which they obtain-

co-ordinating the prices of smaller markets around Philadelphia so that at all these markets the price would automatically be adjusted with every change of the price throughout the Milk Shed. Dr. Clyde L. King, food administrator for Philadelphia and other cities, journeyed throughout the territory meeting with local administrators and adjusting in connection with a representative from our officers,—sometimes the secretary but most generally the vice-president, as representative of the milk producers, together with a local committee and representative milk dealers of each respective community.

The food administration during this year secured the cooperation of Philadelphia dealers and the Inter-State Milk Producers' Association in the policy of distribution which had a marked effect upon the Philadelphia situation. President Willits, in his report this year, stated with reference to food administration activities. "The policy of carefully inspecting the dealers books and eliminating unsound business practices has enabled the dealers to sell for 14c per quart as compared with 17c in New York and Baltimore. It is hard to estimate the great advantage to the Philadelphia producers of this low retail price. As an example of the improved conditions I might add that the Philadelphia dealers have voluntarily agreed to so concentrate

places within the Philadelphia Milk-Shed on the basis of Philadelphia price less freight.

A minor accomplishment in 1918 which did not mean much financially to our members but which terminated a very annoying situation at many shipping points, was that of securing through the United States Railroad administration a ruling requiring all railroads to load the farmers' milk so that the farmers themselves did not have to await the arrival of trains and assist in this work. This may seem some-what trivial today, but it had been a bone of contention for many years and was substantial evidence of the value of united effort. This was one of the first accomplishments which was shared in by our then new legal counsel, the firm of Taylor & Robey.

#### Balancing Production—1919

When the war closed the markets for dairy products required very sharp readjustments. Large quantities of manufactured products for European shipment were no longer needed and it was apparent in the Philadelphia milk shed that the fluid milk market was the one which needed to be cultivated most fully. The price of milk to the farmers had been sharply reduced. The "Philadelphia Selling Plan" was developed in the summer of 1919 after a large number of conferences and reports from many com-

large amount of surplus during certain months of the year has so stabilized our market that it has not been necessary for our dealers to handle so much surplus on the one hand and to make purchases of extra milk at high prices each fall on the other.

In this connection we might call attention to the statement made by Mr. Willits in his annual address of 1919:—"The haphazard producer of convenience has been repeatedly warned. The member who makes no more than 50% of surplus need fear nothing from the new arrangement. Without time for details, allow us to urge that careful consideration of this matter will show it will conserve our market conditions as no other method that the directors have had put before them and was adopted to take care of the present unusual situation." This prediction has now been more than realized.

#### Telling Members Market Facts—1920

In 1919 the organization had sent out a few monthly letters to keep the members informed as to market conditions. This was particularly important at this time because of the disturbed situation following the war. Early in 1920 a proposition was considered to issue a monthly paper. After considerable discussion it was decided to publish our present paper, "The Milk Producers' Review".

(Continued on page 7)

## TEN YEARS OF COOPERATIVE ENDEAVOR

### H. D. Allebach, President, Inter-State Milk Producers' Association

(Continued from page 6)

Review". It appeared first in May of that year. With reference to this the annual report of the president states:—"With the December issue, our monthly paper completes its eighth issue. We feel it has proven its value and we have no apologies to offer, though we invite constructive criticism at all times. It covers a much broader field than our former monthly letter and ultimately will not cost much, if any more. We are very fortunate in having found in Mr. A. A. Miller, one within our own membership, who is fitted by personality, training and experience, to act as Business Manager and Editor. Mr. Miller has been untiring in his effort to make it a success and the officers have appreciated his cheerful cooperation, and his genial presence is a decided asset in the Executive offices."

The Milk Producers' Review is now in its seventh volume. It has proven its value in keeping the membership informed as to the market situation. An outstanding and unique feature of this paper has been the publishing month by month of the Inter-State Milk Producers' Association market prices. This has enabled

advertising campaign and providing for its financing by producers and dealers. This resolution is as follows:—

WHEREAS, the Inter-State Milk Producers' Association has at present no adequate funds for a campaign to increase the consumption of milk and dairy products and, WHEREAS, the use of but a small additional amount of milk per capita would overcome seasonable excesses in production and stimulate and stabilize the market in general and, WHEREAS, a general campaign of education in the value of milk and its products as a food is imperative to save the dairy industry, therefore, BE IT RESOLVED that the members of the Inter-State Milk Producers' Association in annual meeting assembled hereby authorize its Board of Directors, in making arrangements for the sale of members' milk, to apportion for advertising purposes one cent per hundred pounds of the arranged price and that milk quoted by the Inter-State Milk Producers' Association and Publicly posted shall be the net

strations have been given. The Dramatic Department gave 450 plays seen by over 180,000 people. Motion pictures have been booked in theaters 4,788 times. A conservative estimate of attendance where Dairy Council pictures have been shown is 800,000.

The best estimate of the result of Dairy Council work which has been done in cooperation with other health agencies in Philadelphia is that of the United States Department of Agriculture's survey of milk consumption in 1924. It states that the consumption of fluid milk had increased from .54 pints to .69 pints during the period since the organization of the Dairy Council. It was found that the consumption of butter in Philadelphia was 23 pounds per capita per year as against less than 17 pounds per capita per year for the whole United States.

#### Quality Products—1922

In response to persistent urgings by the educational, health and welfare agencies in the city, the Quality Control Department was organized in July, 1921. This department carried on a campaign to improve the quality of milk through the use of sediment testing and country

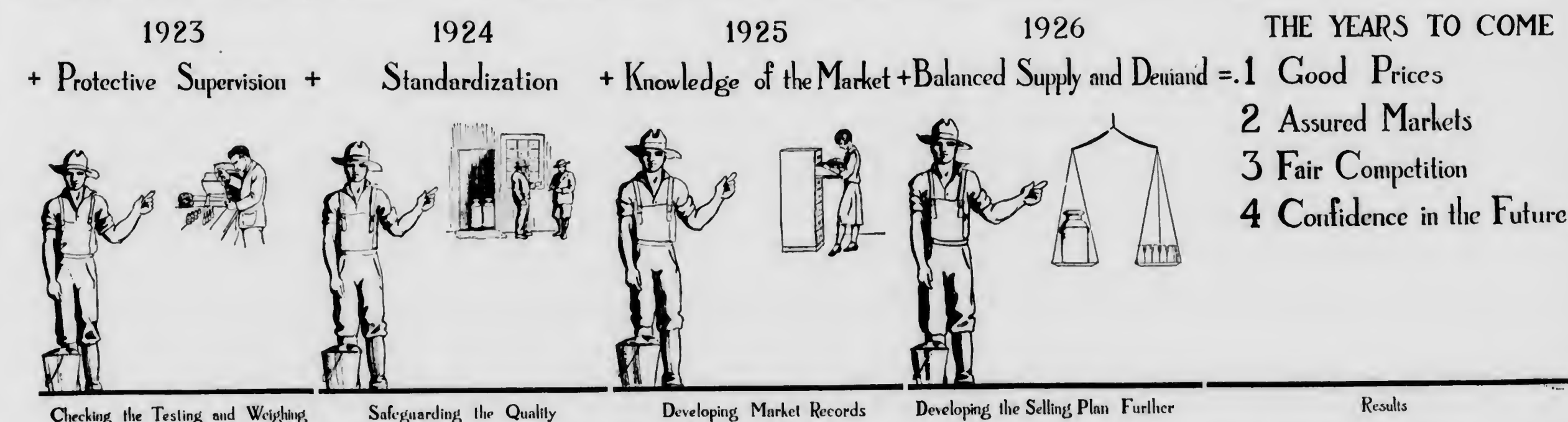
obtained have fully justified the action taken a year ago."

We are happy to state that many dealers have found the check testing of value to them in satisfying their producers. The department has often been called on by the dealers to aid in straightening out testing difficulties at many points. A great number of testers have been aided in correcting defects in testing methods. A few testers have been released by buyers because the Association had pointed out incompetency and others have been employed on the recommendation of the testing department.

#### Safeguarding the Quality—1924

Quality improvement work continued along educational lines until the annual meeting of the Inter-State Milk Producers' Association in 1923, when a resolution was adopted calling for the carrying out of Sanitary Regulations through co-operating agencies. The regulations were prepared by a committee consisting of six milk producers appointed by the president of the Inter-State Milk Producers' Association.

Twenty-five thousand copies of the regulations were printed and distributed



There are milestones in the life of every individual and every organization which denote definite periods of growth and development, of progress and accomplishment. This illustration records the healthy enlargement of membership, year by year during the ten years of its existence. Parallel with this membership increase has been a steady improvement in service to members, serious problems solved, definite goals reached, and a continuous education in cooperative principles by working together for the common good.

our members to check these published prices with their own milk receipts.

There has been a constant endeavor to carry in its columns such news items as have particular reference to the production and marketing of milk in this territory. It has constantly refrained from competing with other general farm papers in the publication of items of general interest to farmers. If there was any question in the mind of anyone as to the percentage of members which read the paper, all such doubts were dispelled the last fall when the paper carried the announcement of the change in the Selling Plan. The immediate response of question and comments which were received from every side showed not only the importance of having the paper but how fully it was appreciated by our members generally.

#### Spreading the Story of Milk—1921

The Association had for some time been interested in the problem of increasing the consumption of milk and its products in the Philadelphia market. During the Food Administration and subsequent thereto, it had cooperated in this work. Miss Ellen S. Brinton had been actively engaged in promoting a better knowledge of the food value of milk during 1919 for the Milk Producers' Association and the dealers of Philadelphia.

At the annual meeting in 1920 a resolution was passed approving of an

price per hundred pounds after this amount, subject to this arrangement, shall have been deducted.

During December, 1920, the Philadelphia Inter-State Dairy Council was organized. Its activities during the past five years have been so closely identified with this organization that the Philadelphia Inter-State Dairy Council has made annual reports to the Inter-State Milk Producers' Association each year. It is impossible in the brief scope of this report to more than refer to some features of its work.

In 1921 President Willits reported that during the year the consumption of milk in Philadelphia had shown an increase of from 196,750,000 quarts to 209,000,000 quarts, a gain of over 12,000,000 quarts for the year. He states, "Had it not been for this effort, there would, in my opinion, have been a tremendous amount of surplus milk to handle, with the unquestionable result of lower prices necessary to take care of the same."

The Dairy Council organization, by the end of 1922, had been fully developed and its progress since that time has been one of improvement in standards of work and opportunities for extending its message. At the present time it has forty-seven employees.

During the past year nearly 600,000 people have attended meetings where 2,656 stories, 807 lectures and 107 demon-

strations have been given. The personnel of the Quality Control Department was increased very materially during this same month and actual inspection work on farms and milk plants was begun during March, 1924. The fieldmen of the Quality Control Department worked in groups in order that the work might be more adequately supervised, the entire group moving from one county to another throughout the Milk Shed as rapidly as possible. In the spring of 1925 the entire territory having been covered, it was deemed wise to place men in certain districts and hold them responsible for conditions in their respective territories. Nine such sub-districts were created with a man in charge of each district. Systems of records had been evolved which were a simple and yet accurate means of recording conditions found on the various farms and in milk plants.

A systematic effort was put forth to see that all milk plants were put in condition to meet the regulations. During 1925 approximately 25 can washing machines had been installed in milk plants to wash the farmers' cans. The method employed for conducting the work during 1925 and the records used in reporting accomplishments are still in use without change.

(Continued on page 18)



You pay once only for any  
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## A Clean Barnyard

How often have you wanted a barnyard that would stay clean the year 'round?

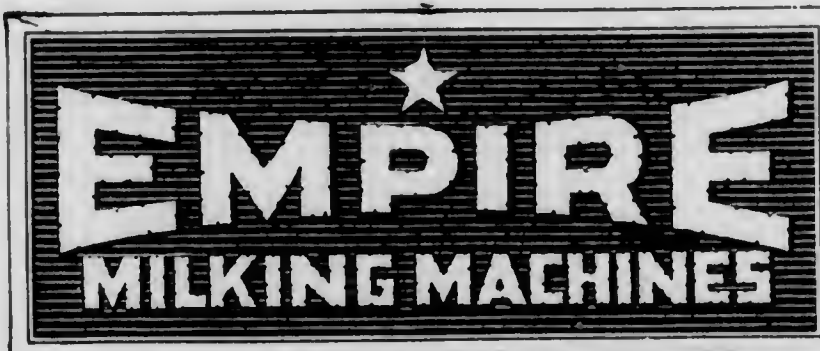
Concrete barnyard pavement is sanitary, serviceable, easy to drive over and to keep clean, moderate in first cost and permanent.

A concrete barnyard saves tons of valuable manure.

It puts an end to tramping around in the mud—an efficient labor saving improvement which will pay for itself in a very short time.

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### ANOTHER TRIUMPH FOR EMPIRE

Now the Famous Delchester Farms, located at Edgemont, Pa., milk their entire herd of 144 Registered Ayrshire Cows with an Empire Milker, producing Certified and AA Raw Milk.

**SAVE TIME! SAVE MONEY!** Milk your herd with an Empire. A size for every dairy. For any kind of power. Catalog and prices sent on request.

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WEST CHESTER, PA.

### TUBERCULIN TEST IS DEPENDABLE

How dependable is the tuberculin test in determining the presence of tuberculosis in cattle?

In a report to Secretary of Agriculture, F. P. Willits, Dr. T. E. Munce, director, Bureau of Animal Industry,

"As a result of the area testing of the cattle in eight townships of Franklin County, Pennsylvania, covering 1870 herds consisting of 12,744 cattle, there were 1326 reactors, or ten per cent. On the ninety day retest of the infected herds, 88 head or less than one per cent reacted that had passed the initial test or become infected between the initial test and the retest.

"On the initial test of four townships on an area basis of 424 herds consisting of 5121 head of cattle in York County, Pa., 1355 or 26 per cent reacted. On the retest of the infected herds, 75 additional reactors were detected. From a percentage standpoint in this district the disease was reduced as a result of one test from 26 per cent to two per cent.

"The recent work in Franklin and York Counties as outlined confirms the conclusion, following a number of previous checks on this work, that the initial test is approximately 97 per cent efficient so far as the removal of diseased animals is concerned."

## NATIONAL MILK PRODUCERS' FEDERATION TENTH ANNUAL MEETING CLEVELAND, OHIO

This year the National Cooperative Milk Producers' Federation celebrated its Tenth Anniversary. It came into being out of a distinct need of the scattered dairy marketing organizations having some common medium for keeping in touch with each other. It was organized in December 1916, and was formally incorporated in 1917, under the laws of Illinois.

The Federation, which does not engage in business, acts as a clearing house for its member associations in matters pertaining to the gathering and dissemination of dairy statistics, the study of the problem of dairy cooperative marketing, the extension of cooperation among dairymen and as the representative, when authorized, of its member associations in matters relating to federal legislation, the administering of federal laws and any other important problems wherein dairy cooperative marketing associations have a common interest.

This Tenth annual meeting of the Federation was held in Cleveland, Ohio, November 10th and 11th and was one of the largest and probably one of the most interesting ever held. Over 700 members of cooperative marketing organizations were in attendance.

At the opening session, president John D. Miller, made a most interesting address, stressing the development of the work of the Federation and outlining some of its policies.

"The Federation," he said "has been active in a number of important legislative problems. First, Copper-Volstead Cooperative Marketing Law of 1922; second, the Federal Law making filled milk an outlaw in Inter-State and Foreign Commerce; third, state laws prohibiting the manufacture and sale of filled milk in most of the large producing and consuming states, and fourth, the amendments to tariff laws that have resulted in the tariff rates on dairy products being the highest ever levied. He referred to the financial condition of the Federation and its growth in membership.

The activities of the Federation in the continuance of the American Institute of Cooperation during the past year was stressed and plans for its continuance were touched upon. Farm Relief measures were touched upon. There have been numerous attempts to secure such legislation. Bill after bill have been introduced in the congress only to go down to defeat. "It is fairly safe," Mr. Miller said "that if the various farm groups could agree on the type of legislation required that a large majority in the Congress will support such legislation, if in their judgment it is constitutional and sound. May it be given to all of us who in any way or measure can assist to bring about this unity of action to rise to this opportunity."

"There have been years of discussion. The time for action has come. The agricultural problem cannot be solved by a refusal to recognize that there is a problem. To delay, to longer drift, will make the rehabilitation of agriculture more difficult. Unity of agricultural effort is now imperative. The things that keep farmers apart are small and temporary, while the things that should draw them together are vital and permanent."

"The purchasing power of farmers

must be increased, else will agriculture sink to lower and still lower levels. Nor will farmers be the only ones to suffer."

"Lessons of history, oft repeated, must be ignored if there is a refusal to recognize that a decadent American agriculture brings with it national problems, the solution of which may shake our great industrial system to its foundation."

"Not only does prosperity in agriculture mean greater prosperity to others, but what is far more, it means better and higher standards of living for farmers, better rural schools and better supported rural churches, institutions that have been potent factors in moulding American character and guiding the upward course of American civilization."

Following the president's address, speakers from the various local organizations made short addresses reporting on conditions in their various organizations. These speakers included W. F. Schilling, President Twin City Milk Producers' Association, Minneapolis, Minn.

P. L. Betts, President Chicago Equity Union Exchange, Chicago, Ill.

A. G. Ziebell, President United Dairy Association of Washington, Marysville, Wash.

Charles F. Dineen, Secretary Milwaukee Cooperative Milk Producers, Milwaukee, Wis.

B. E. Beach, Michigan Milk Producers' Association, Detroit, Mich.

J. T. Horner, Department of Rural Economics, Michigan State College, East Lansing, Mich., who made an interesting address on "A Comparative Study of Various Fluid Milk Marketing Plans."

C. E. Hough, General Manager, Connecticut Milk Producers' Association, Hartford, Connecticut.

George W. Slocum, president Dairymen's League, New York City.

Harry Hartke, Vice president, Cooperative Pure Milk Association, Cincinnati, Ohio.

H. D. Allebach, President Inter-State Milk Producers' Association, Philadelphia, Pa.

Bert Ashcraft, Vice president, Ohio Farmers' Coop. Pure Milk Association, Cleveland, Ohio.

C. W. Laurence, Miami Valley Coop. Milk Producers' Association, Dayton, Ohio.

P. S. Brenneman, President, Dairymen's Cooperative Sales Co., Pittsburgh, Pa.

I. W. Heaps, Secretary Maryland Milk Producers' Association, Baltimore, Md.

E. D. Waid, Manager Northwestern Farmers' Cooperative Sales Co., Wausau, Ohio.

Clyde Bechtelheimer, Secretary Iowa Creamery Secretaries' and Managers' Association, Waterloo, Iowa.

Special addresses on "How Dairy Cooperative Associations Can Utilize Statistical and Economic Information" were made by C. E. Shiffens, statistician Dairymen's League, New York City and J. O. Eastlack, statistician, Maryland State Dairymen's Association, Baltimore, Md.

### Annual Banquet

The annual banquet was held on Monday evening, at the Statler Hotel, at which R. W. Strong, Secretary of the Ohio Farmers' Pure Milk Association, Cleveland, acted as toastmaster. Over

(Continued on page 21)

## REPORT OF THE SECRETARY— ANNUAL MEETING OF THE INTER-STATE MILK PRO- DUCERS' ASSOCIATION

The growth of the Inter-State Milk Producers' Association for the past ten years is represented by the following approximate figures of membership and number of locals, year by year:—

Year	Members	Locals
1917	4000	—
1918	6000	—
1919	10538	186
1920	12538	217
1921	14697	244
1922	15427	251
1923	17680	264
1924	19022	274
1925	19830 (11 mos.)	275
1926	21820	279

It will be noted that there are 279 locals in Pennsylvania, Maryland, New Jersey and Delaware, being four more than a year ago. It is well to remember in an analysis of this kind that the records of the association have not shown certain factors: (1) the number of affiliated members who are associated with us though not active members of the association, (2) we do not have accurate records of deaths and removals. However, the records of the association are growing more and more complete with respect to all details year by year.

During the past year 864.4 shares of stock have been issued, covering 1213 stock certificates. 19209.3 shares of stock have been issued during the past ten years, covering a total of 23725 stock certificates.

The number of transfers and withdrawals during the year amounts to 43, which is about 1/9 as much as the records of previous years.

As noted one year ago it is evident that about at least 500 new members are required each year. The net increase in membership for the past year has been 1178. It is estimated that this is about twice what is necessary to make up for withdrawals and deaths, so that there has been a healthy growth in active membership.

The original copies of the by-laws having become obsolete through numerous amendments, they were recently ordered to be reprinted. Copies of the new edition including revised rules for local units, will be available for distribution at an early date.

During the past year the Board of Directors has held six regular meetings in addition to the meeting of a year ago. At some meetings the attendance was 100 per cent. The average attendance for the entire number of meetings was in excess of 94 per cent.

The Executive Committee has held 11 meetings and at practically all of these the total committee has been in attendance.

At the beginning of the fiscal year a committee of the Board prepared a budget estimate of expenses for the various departments during the year. It has been closely adhered to.

The usual audit has been made by McGee, Fleisher and Company, Certified Public Accountants and will be presented by the treasurer.

### DRAINAGE SHOWS THIS YEAR

Press reports from all over the state show that the wise farmer who has tiled his wet fields in years past is reaping a large return right now. Inability to harvest this year's crop or to plant that of the next season is a direct result of the neglect of one of the fundamental principles of agriculture, good drainage.

## The Official Record

	1925 Apr. 1—Oct. 1 without Corn Gluten Feed	1926 Apr. 1—Oct. 1 with Corn Gluten Feed	Increase
Milk	86,185 lbs.	91,387 lbs.	5,202 lbs.
Butter Fat	2,841.4 lbs.	3,254 lbs.	412.6 lbs.
Feed Cost	\$766.04	\$805.55	\$39.51
Profit	\$595.63	\$1,211.53	\$615.90

(Figures from Thiensville-Lakefield Cow Testing Ass'n.)



# 21.7% more profit at Nutricia Farms

If Gustav A. Kletzsch, owner of Nutricia Farms, Thiensville, Wis., had been satisfied with an average production his herd of pure-bred Holsteins might never have proved the productive capacity they revealed in these figures of a six months' test that ended on October 1:

An increase of 371 pounds of milk and 29 pounds of butter fat for every cow in the herd over the same period last year! An increase in profit of 21.7%! High cow in the Thiensville-Lakefield Cow Testing Association for six months! High herd, among the twenty-six members, in September!

But Dr. Kletzsch, a retired physician, had been doing some thinking about feeds. He believed Science could help him on his problem—if applied by the common sense method of "test under your own conditions." And his problem was the problem of dairymen everywhere—how to produce milk at the lowest cost and maintain his herd in good condition.

Home grown feeds plus small amounts of mill feeds and concentrates weren't giving the results he believed possible. He had the record of fourteen mature cows from his herd of 85 head which ate that ration from April 1 to October 1, 1925.



And "C-15", of Nutricia, was high cow of the association, producing 10,264 pounds of milk and 366.8 pounds of butter fat in 170 days

Taking the same cows, April 1, last, he fed a new grain mixture during the same six months of 1926. Here is the ration:

Two hundred pounds of Corn Gluten Feed, 300 pounds of ground oats, 200 pounds of bran, 200 pounds of corn and cob meal and 100 pounds of oil meal. The cows received the same care, the same roughage, and were fed in the barn both years.

"Corn Gluten Feed deserves a large share of the credit for this success," says Dr. Kletzsch. "Aside from the increased returns, which have paid the cost of the added feed several times over, I am confident Corn Gluten Feed has improved the quality of our milk. That is important, for we are producing a high grade raw milk, Nutricia Holstein Milk, that must sell at a premium in a very competitive market."

Are you giving your herd the chance to produce at its full capacity? In the great dairy sections of the United States, where results are a feed's real test, Corn Gluten Feed has become established as the high protein feed on thousands of farms. All 26 members of Thiensville-Lakefield association now use Corn Gluten Feed. Test it, for results, in your herd. Your dealer can supply you.

# CORN GLUTEN FEED

ASSOCIATED CORN PRODUCTS MANUFACTURERS

208 S. La Salle St., Chicago, Ill.



## DO IMPROVEMENTS PAY?

C. A. WILSON

The dairy farmer has often asked the question—Do Improvements Pay? and this has been particularly applicable in the Philadelphia Milk Shed, when the question, "Shall I" or "Shall I Not" meet the requirements of the Sanitary Regulations, necessary to continue as a producer and shipper of milk to cooperating dealers in that section.

Often we hear it said, "It costs too much to do the work" or "It won't pay me to make the outlay of money." These are fallacies. The work required is not expensive and it is quite evident that it pays. Proper care in milk production and handling means a better quality of milk—and a better quality means a better price. A satisfied consumer means that they drink more milk and this general market has a bearing on the price situation.

But how much can I afford to spend for improvements, care and feed for my cows to make it profitable? From one cow up, seems to be the answer, at least as far as milk producers in certain sections of Berks County, Pa., particularly in the Kempton District, previously a heavy potato producing section, is concerned.

made notable improvements to milk houses and stables.



George Schroeder's New Four Cow Milk House

George Schroeder, Kempton, Pa., has built what might be termed a four cow milk house. It has a concrete tank and is built of matched lumber.

Mr. Schroeder claims his little milk house has already paid for itself by saving his milk from turning sour during the summer and freezing in cold weather. By careful cooling and protection of his milk by covering it in transit to the receiving station he has maintained a regular supply of milk of good quality and butter fat content. The cost of the new milk house and concrete floor in the stable was about \$100.

The first visit of the Dairy Council field representative to the farm of George Hamm, found this milk producer about ready to sell out and quit the business if he had to meet the Sanitary Regulations. After a heart to heart talk the producer decided to meet the regulations. The improvement made included a new milk house, 12 x 12 feet, with covered cooling tank and concrete floor, concrete gutters were built in the stables and needed equipment purchased. In all the expense was not over \$150.

Mr. Hamm says the money was well



New Milk House of George Hamm, Kempton, Pa.

spent. The cover over the cooling tank, not only keeps the milk from freezing in winter but also holds the milk at a low temperature in summer, after it has been cooled.

In the Kempton district there is a relatively high percentage of Permanent Permit holders. Dairywomen in this section are, in a very large majority of cases, producing a high grade of milk.



F. J. Schmoyer's One Cow Silo

In this territory we have, probably the smallest, up to date dairy plant in the United States. On the farm of F. J. Schmoyer, at Kempton, Berks County, Pa., there has been erected the smallest silo we believe in the United States. It is 3 feet in diameter and 20 feet high. Mr. Schmoyer has met the Sanitary Regulation of the Dairy Council and holds a permanent permit. He has built a one cow milk house, has concrete drops in his two cow dairy stable, and built his one cow milk house at a cost of \$92.

In addition to this unique dairy other producers in the Kempton territory have

## ANNUAL REPORT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL, 1926

Substantial progress has been made by the Philadelphia Inter-State Dairy Council during the past year in the organization of new territory, and more valuable opportunities have been offered for work within the territory previously organized. Among new towns which have been added to the Dairy Council circuit might be mentioned Hagerstown, Md., and Millville, Vineland and Bridgeton, N. J. Work in the Johnstown section, where we were quite active a few years ago, has been revived by a full program in the Johnstown schools.

### Nutrition and Dramatic Departments

The Dramatic Department in the past year has reached over 375,000 people through attendance at its plays, stories and talks. This attendance reported is approximately the same number as that of last year's report. It is interesting to note, however, that a larger proportion of the Dramatic Department's time has been given to plays as compared with stories than it has in any previous year—the total number of plays given being 450, as against 398 last year. In our experience it has been definitely shown that a play is far better than a story as a means of carrying over the Dairy Council message.

In the Nutrition Department the total attendance at stories, demonstrations and lectures has been over 400,000. This is approximately 75,000 more people than were reached last year. The number of lectures given by this department during the past year is over twice that of the previous year. Since lectures are extremely important as furnishing the foundation and background for our health educational work, this comparison is especially significant.

The character of the work of the Dairy Council, as conducted the past year, has been along lines which have proven to be successful in the past. A number of lectures have been altered to meet changed conditions and to include some of the very latest developments in the field of nutrition. New stories have been developed for those districts which have been visited regularly by the Dairy Council and which have had all our talks and stories other years. The story, "Punkin Seed", describes the visit of a little city girl to a dairy farm in the country and then a trip through a city milk plant. This story is illustrated with enlarged hand-colored photographs. It has been received with great enthusiasm by the teachers and principals as being very helpful in stimulating the sale of milk through the school milk service.

For instance, the Northeast School, 5th Street above Race, Philadelphia, reports that in the last two months the school authorities have found they are selling four times as much milk to the pupils at the school as when the term opened in the Fall. The principal of the school attributes this increase largely to our Dairy Council health work. He is extremely enthusiastic over the increase in milk sales because it means the children are spending less money on candy and other less desirable things. The problem of nutrition has been found to be a very severe one in the highly congested neighborhood in which this school is located and the Dairy Council assistance is, therefore, doubly valuable. This example is typical of our experience throughout the territory.

The outstanding development in the dramatic work has been the project

pageant produced by the Harding Junior High School in May of this year. At the request of the school the Dairy Council commissioned Charles Sommer to write a health pageant which could be incorporated into the school work as a project for a month or more; at the end of that period being used as a complete evening's program for the community. The school entered into the project enthusiastically and trained a cast of 135 children through the cooperation of the Dairy Council. This pageant, called "A Masque of Beauty Through the Ages", traces the development of the idea of health from antiquity to the present day. Already many other schools in our territory are asking for the use of the pageant and requests are coming to the National Dairy Council for it from all over the United States.

### Quality Control Department

It has always been the policy of the Quality Control Department to conduct its work in an educational manner. While this department is charged with the responsibility of seeing that the sanitary requirements for the production and handling of milk in the Philadelphia Milk Shed are adhered to, the work of the department goes much further than the routine of inspecting farms, milk plants and the examination of milk.

The following will illustrate how well the routine inspection has been maintained. Sediment tests numbering 23,473 have been made at various points where milk is delivered by the producer. These sediment tests are divided into four classes—Nos. 1, 2, 3 and 4—No. 1 being excellent from the standpoint of cleanliness, No. 2 good, No. 3 poor and No. 4 dirty. Accurate records are maintained on farmers producing dirty milk, the sediment test being sent out to him with a letter from the office of a personal visit made calling his attention to the unsatisfactory condition of his milk. Should the milk prove dirty three times during the course of one year, the dealer is notified to this effect, with the result that the farmer is usually discontinued from selling until he furnishes satisfactory evidence that he will produce clean milk in the future. It is very gratifying to note that in a vast majority of cases where the unsatisfactory condition of the milk is called to the attention of the farmer, it is immediately corrected, and only in a very limited number of cases has it been necessary for the dairyman to lose his market.

Dairy farm inspections to the number of 24,997 have been made during the past year and 8614 permanent permits have been issued up to this date. A very large percentage of the dairymen not holding permanent permits as yet have, however, made many improvements looking toward a better milk supply.

Practically all the milk plants within the Philadelphia Milk Shed were inspected at least once during the year, and in several cases where the changes were needed they were inspected a number of times. Substantial improvements in sanitary conditions have been made at most of the plants. There are, at the present time, only five plants in the Philadelphia Milk Shed of sufficient size for can washing requirements where this equipment is lacking.

One hundred and one meetings of milk producers have been held with an atten-

(Continued on page 17)

## MILK & CREAM CONTESTS

### Pennsylvania Farm Products Show

#### NEW SYSTEM OF SCORING

An important feature of the eleventh annual Farm Products Show, to be held at Harrisburg, Pa., Jan. 18-21, 1927, inclusive, will be the dairy products exhibits. Last year there were 135 entries in the milk contest and 26 exhibits of butter. This year plans are being made for a much larger show than in 1926. Classes of milk and the prizes offered in each class are as follows:

Class A—From T. B. tested cows. First prize, gold medal; second prize, silver medal; third prize, bronze medal; fourth prize, Seven dollars; fifth prize, Five dollars; sixth prize, Two dollars.

Class B—From untested cows. First prize, Eight dollars; second prize, Six dollars; third prize, Four dollars; fourth prize, Three dollars; fifth prize, Two dollars; sixth prize, One dollar.

Class C—Certified Milk. First prize, gold medal; second prize, silver medal; third prize, bronze medal; fourth prize, Seven dollars; fifth prize, Five dollars; sixth prize, Two dollars.

Class D—Pasteurized Milk. First prize, gold medal; second prize, silver medal; third prize, bronze medal; fourth prize, Five dollars; fifth prize, Three dollars; sixth prize, one dollar.

Certificates will be awarded to exhibitors of samples scoring 96 or better.

A silver loving cup will be given by the American Jersey Cattle Club for the best sample of Jersey milk from a registered, T. B. tested herd.

A silver loving cup donated by the Pennsylvania Holstein Friesian Association will be awarded to the exhibitor of the best sample of Holstein milk.

A Stewart Clipping machine, given by the Quality Control Department of the Philadelphia Inter-State Dairy Council, will be awarded for the best sample of milk produced by a dairyman holding a Permanent Permit under the Council Regulations.

The judge of the contest will be either a man from the U. S. Department of Agriculture, Bureau of Dairying or a man from the Pennsylvania State College.

Competition in the above classes is open to all Pennsylvania Farmers. Entry conditions require four pint samples of milk produced by the farmer or some of his regular employees and should be a composite sample from at least four cows. Each farmer or distributor is entitled to place one entry from each farm or establishment.

#### Instructions

In preparing the sample be sure the bottle is clean and do not put warm milk into a hot bottle as it is impossible to secure a full pint of milk following this practice. It is not necessary to pour paraffine over the cap. It is a good plan, however, to dip the cap into hot paraffine to give it a paraffine coating. It is very necessary to use a protection of some kind such as a hood cap, tin foil or parchment paper over the top of the bottle, to protect the pouring lip and to keep dust out of the milk.

This year the method of scoring for butterfat and solids not fat will be as follows: Milk containing—

3.8% fat will score 15 points
3.7% fat.....14 points
3.6% fat.....13 points
3.5% fat.....12 points
3.4% fat.....11 points
3.3% fat.....10 points
3.2% fat.....9 points
3.0% fat.....0 points

Bacteria, flavor and odor, sediment, temperature or acidity and bottle and cap, will be scored according to the U. S. Department of Agriculture score card. All samples of milk should be prepared on January 12, 1927 and shipped to

Swift & Company, Seventh and North St., Harrisburg, Penna., so they will arrive not later than 5 P. M. Friday, January 14, 1927.

EDITOR'S NOTE—A large percentage of the prizes last year were won by Dairywomen in the Inter-State District. Every producer is urged to compete this year. The Pennsylvania Farm Products Show has one of the largest, if not the largest, milk show of any held in the United States. The winning of a prize in this show places the highest stamp of

approval on the entry. Dealers buying milk in the Inter-State territory are urged to enter samples of Pasturized milk.

#### TREAT COWS HUMANELY

Dairy cows turned out to pasture on cold stormy days in the fall will suffer a loss in flesh and a reduction of milk flow. Undue exposure demands its toll from the milk pail and the milk producing machinery of the dairy cow.

and Joe you sure ought to get some of that Cow Chow and feed it. My cows are up half a can already, and their coats are as slick as glass. Sam Perkins

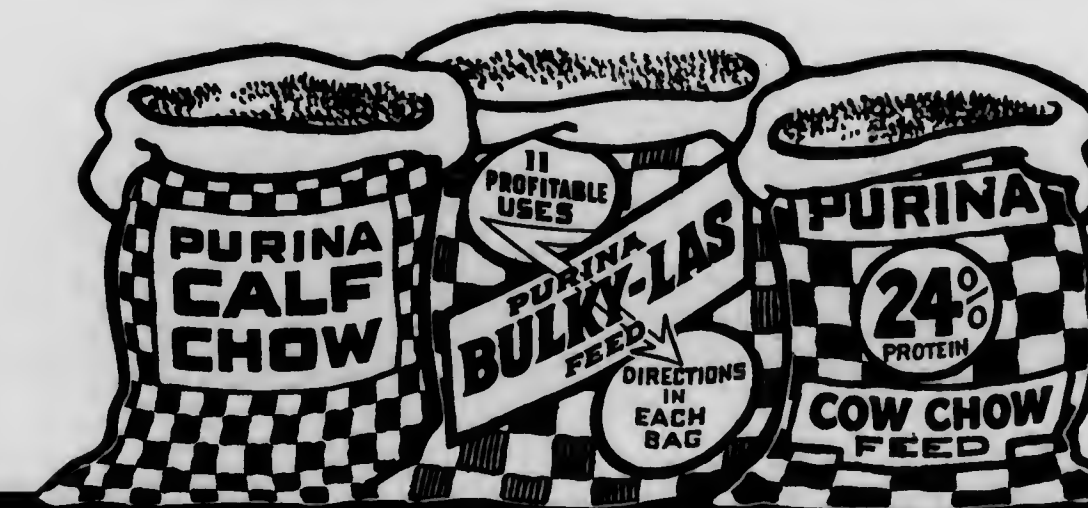
THAT'S what Sam Perkins says—and 40,000 other dairymen who are making more milk by feeding Purina Cow Chow.

Perkins isn't a salesman; he's just a thinking dairyman who has put Purina Cow Chow to the test.

More Cow Chow is sold today by satisfied dairymen than by feed salesmen. If you like to buy your feed on the basis of actual results in the milk pail, order Purina Cow Chow at the store with the checkerboard sign.

PURINA MILLS, 854 Gratiot St., St. Louis, Mo.  
Seven Busy Mills Located for Service

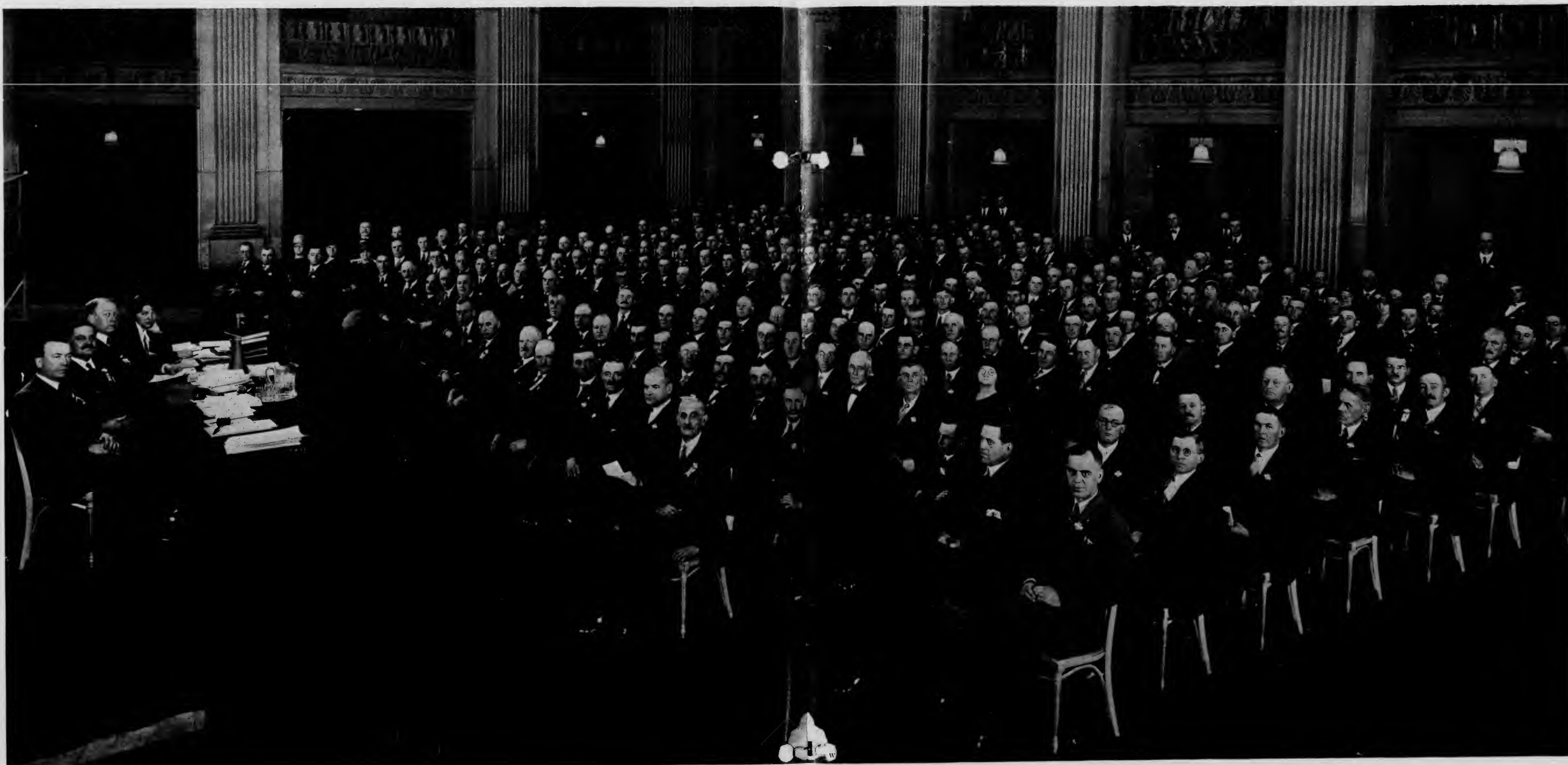
Write us for a 1927 Cow Booklet—free.



Solids Not Fat	
8.9%	15 points
8.85%	13 points
8.8%	11 points
8.75%	9 points
8.7%	0 points

Bacteria, flavor and odor, sediment, temperature or acidity and bottle and cap, will be scored according to the U. S. Department of Agriculture score card. All samples of milk should be prepared on January 12, 1927 and shipped to





## INTER-STATE MILK PRODUCERS' ASSOCIATION

ANNUAL MEETING, NOVEMBER 22nd and 23rd, 1926

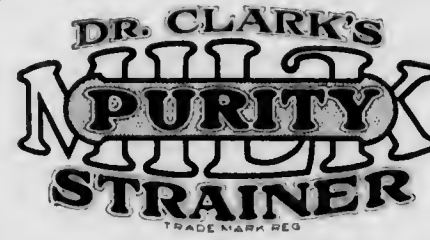
Benjamin Franklin Hotel, Philadelphia



## Is Your Milk Absolutely Clean? Here's a Way to Prove It!

Perhaps you believe your milk is absolutely clean after you strain it thru cloth or fine mesh screen strainer. To all appearances it may be. But here's a test that will prove whether your milk is clean or not. Pour some fresh milk through your present strainer; then pour the same milk through the Purity Strainer. You'll be surprised to see the amount of dirt the Purity will get. You'll be astonished at how much dirt you've been selling and using. You'll understand too why users of Purity Strainers get Grade "A" test.

The Purity is the only strainer on the market guaranteed to get ALL the dirt or money back. It is used and endorsed by the world's largest condensaries such as Borden's, Van Camp's, Carnation, Mohawk and others. That fact alone should convince you. Ask your dealer or, if he hasn't it, send direct for literature, prices, sizes, etc.



**Purity Stamping Co.**

Dept. F Battle Creek, Mich.

**Overland**

**Six**

An Engineering Masterpiece  
An Unusual Automobile

**Willys-Knight**

**Six**

With an Engine  
You'll Never Wear Out

FOR THOSE WHO WANT THE BEST

**EARNEST C. FAUCETT**

Distributor

MARKET STREET

WEST CHESTER, PA.

## NEW DIVISION OF CO- OPERATIVE MARKETING CREATED

Pursuant to the provisions of the Co-operative Marketing Bill, which was approved and signed by the President just before Congress adjourned, a Division of Cooperative Marketing has been created in the Bureau of Agricultural Economics of the Department of Agriculture. The work and personnel of the former Division of Agriculture Cooperation will be transferred to the new Division of Cooperative Marketing. Chris L. Christensen, who has been leader of the cooperative work will be in charge of the new division.

The research, educational and service work of the Department of Agriculture relating to cooperative marketing will be considerably enlarged under the provisions of this act. The Department, through the new division, will now be able to give the same attention to the development of cooperative marketing among farmers as has been extended to problems of production. This will be done by the collection, study and dissemination of information regarding the farmers' cooperative movement in the United States and foreign countries. Business technique and market methods evolved by farmers' cooperative enterprises will be analyzed and studied by Department experts. The experience

and knowledge acquired by successful cooperative marketing associations will also be summarized and set forth to serve as guide posts in the movement. It is further planned that commodity cooperative marketing specialists shall be employed and that these men shall be familiar with the needs of cooperative organizations and with the research and service of the Department. These specialists will form contacts between the twelve thousand cooperatives and the Department, and will assist in the dissemination of crop and markets information, data regarding price trends, and conditions of supply and demand, with such analyses and explanations as are necessary to make this information of practical value to the cooperatives and their members. The act enables the Department to cooperate with educational agencies. It is planned that assistance will be given agricultural colleges and cooperative associations in working out a comprehensive educational program in cooperative marketing.

Such additional personnel as may be needed by the Bureau in carrying out the provisions of the new act will be selected in accordance with the requirements of the United States Civil Service Commission.

## ELEVEN COUNTIES IN PENNSYLVANIA IN JAPANESE BEETLE AREA

The Japanese beetle quarantine, designed to prevent the artificial spread of this insect on automobiles and trucks and by rail transportation, was revised, effective October 11, to include the following portion of southeastern Pennsylvania:

Berks, Bucks, Chester, Delaware, Lancaster, Lebanon, Lehigh, Montgomery, Northampton, Philadelphia Counties and that portion of Dauphin County included in the following townships: East Hanover, West Hanover, Lower Paxton, Susquehanna, South Hanover, Derry, Londonderry, Conewago, Lower Swatara, Swatara and the city of Harrisburg.

Lancaster, Lebanon, Northampton, the southern portion of Chester and Dauphin and the northern portions of Berks, Bucks and Lehigh Counties constitute the new area.

### The New Quarantine

In announcing the new quarantine, Director C. H. Hadley of the Bureau of Plant Industry, Pennsylvania Department of Agriculture, explains that on and after October 11, it will be illegal to transport or ship from this new quarantine area, the same as the former area under quarantine, any nursery or ornamental stock, sand, soil, earth, peat, compost and manure without proper inspection and certification as to freedom from Japanese beetles.

The extension of the quarantine area was made necessary because of the finding of beetles in the added territory. The continued spread of the Japanese beetle, may make it appear to the public that the State and Federal governments are waging a constantly losing battle with this pest. The point is overlooked that the immediate goal is to retard the spread to the greatest possible extent while perfecting control measures. In this way, damage is reduced to a minimum and the funds expended to the best possible advantage.

The Japanese beetle was first found in Pennsylvania in 1920 in the vicinity of Philadelphia. Since that year, it has been spreading outward each year, until during the present season it reached the Susquehanna river covering all or parts of 11 counties.

### Progress Made in Control

Control work is progressing along several lines, according to Director Hadley who was formerly in charge of the Japanese Beetle Laboratory at Riveron, New Jersey. First, thousands of parasites of different species, which live upon and kill different stages in the life history of the beetle, have been imported from Japan where they have kept the beetle from being a serious economic pest. Five different species have been imported, one of which is known to be established in the heavily infested area in Pennsylvania.

While parasites promise the most hopeful ultimate control of the beetle, it will take a number of years for them to become effective and then they will do their best work in the most heavily infested areas. The outskirts of the infested area will never be heavily enough infested to support parasites, consequently the parasites themselves will not prevent the spread of the beetle.

The second line of control is chemical warfare. Insecticides, fumigants, attractants, repellants of all kinds and colors have been devised and hundreds of experiments have been run in the field and laboratory.

## STANDARDS FOR MILK PRODUCTS

The text of the standards and definitions recommended by the National Food Standard Committee is as follows:

1. **Milk** is the whole, fresh, clean, lacteal secretion obtained by the complete milking of one or more healthy cows, properly fed and kept, excluding that obtained within fifteen days before and five days after calving, or such longer period as may be necessary to render the milk practically colostrum free.

2. **Pasteurized Milk** is milk that has been subjected to a temperature not lower than 145 degrees Fahrenheit for not less than thirty minutes, after which it is promptly cooled to 50 degrees Fahrenheit, or lower.

3. **Homogenized Milk** is milk that has been mechanically treated in such a manner as to alter its physical properties with particular reference to the condition and appearance of the fat globules.

4. **Skimmed Milk** is milk from which substantially all of the milk fat has been removed.

5. **Buttermilk** is the product that remains when fat is removed from milk or cream, sweet or sour, in the process of churning. It contains not less than eight and five-tenths per cent. (8.5%) of milk solids not fat.

6. **Goat's Milk, Ewe's Milk, Et Cetera**, are the fresh, clean lacteal secretions, free from colostrum, obtained by the complete milking of healthy animals other than cows, properly fed and kept, and conform in name to the species from which they are obtained.

7. **Evaporated Milk** is the product resulting from the evaporation of a considerable portion of the water from milk, or from milk with adjustment, if necessary, of the ratio of fat to non-fat solids by the addition or by the abstraction of cream. It contains not less than seven and eight-tenths per cent. (7.8%) of milk fat, nor less than twenty-five and five-tenths per cent. (25.5%) of total milk solids; provided, however, that the sum of the percentages of milk fat and total milk solids be not less than thirty-three and seven-tenths per cent. (33.7%).

8. **Sweetened Condensed Milk** is the product resulting from the evaporation of a considerable portion of the water from the whole, fresh, clean, lacteal secretion obtained by the complete milking of one or more healthy cows, properly fed and kept, excluding that obtained within fifteen days before and ten days after calving, to which sugar (sucrose) has been added. It contains not less than twenty-eight per cent. (28.0%) of total milk solids, and not less than eight per cent. (8.0%) of milk fat.

9. **Evaporated Skimmed Milk** is the product resulting from the evaporation of a considerable portion of the water from skimmed milk, and contains not less than twenty per cent. (20.0%) of milk solids.

10. **Sweetened Condensed Skimmed Milk** is the product resulting from the evaporation of a considerable portion of the water from skimmed milk to which sugar (sucrose) has been added. It contains not less than twenty-four per cent. (24.0%) of milk solids.

11. **Dried Milk** is the product resulting from the removal of water from milk, and contains not less than twenty-six per cent. (26.0%) of milk fat, and not more than five per cent. (5.0%) of moisture.

## TENTH ANNUAL MEETING INTER- STATE MILK PRODUCERS' ASSOCIATION

(Continued from page 2)

laugh, C. F. Preston, Albert Sarig, Frederick Shangle, H. R. Stewart, C. C. Tallman, S. U. Troutman, R. I. Tussey, F. M. Twining, F. P. Willits and A. B. Waddington. One absentee was noted, E. R. Penniman, Kent County, Md.

The following officers and executive committee, were elected: President, H. D. Allebach; Vice President, Frederick Shangle; Treasurer, Robert F. Brinton; Secretary, Robert W. Balderston. Executive Committee—H. D. Allebach, chairman; Frederick Shangle, A. B. Waddington, E. Nelson James, F. P. Willits, R. F. Brinton, E. H. Donovan.

### The Annual Banquet

Over 640 members, delegates and their friends, attended the Eighth Annual Banquet of the Association, which was held in the Benjamin Franklin Hotel, Monday evening, November 22nd.

Robert W. Balderston, secretary of both the Producers and Dairy Council organizations, served as toastmaster.

Responses were in keeping with the occasion—marking the Tenth Anniversary of the association.

The entertainment feature of the even-

ing the Inter-State and Dairy Council field forces to a number of the milk and ice cream making plants throughout the city. These included among others to plants of the Supplee-Wills-Jones Co.;



Heston J. Smith, of Bucks County. Active in the Milk Shippers' Union.

Abbotts Alderney Dairies, Scott Powell Co., Breyer's Ice Cream Plant, Harbison Dairies.

Tuesday's educational session was called to order at 10:30 A. M. by H. D. Allebach, president.

E. Grant Lantz, Pennsylvania State College, outlined the educational program involving the A. B. C. of Dairy Barn Ventilation, in which a large amount of work has been recently done in the Pennsylvania territory. F. P. Weaver, Professor of Agricultural Economics, State College, Pa., made a temporary report of "Some Studies in Milk Marketing in Pennsylvania". A research into the operation of the plans and policies of the Inter-State Milk Producers' Association and their effect on problems of internal farm management. By means of a series of charts he outlined the progressive leveling of production during five years in response to the basic and surplus plan.

(The completed findings will be available for distribution within a few months.)

Dr. Raymond C. Pearson, the newly elected president of the University of Maryland, spoke on "Science in Dairying". Dr. Pearson, who was formerly connected with the dairy industry, both as professor in the University and also in a commercial field, reminded his hearers of the tremendous progress which had been made in dairying during the period which covered his connection with the industry. He said in part, "In my time I have seen the development of the butterfat test, modern churn, and the modern ice cream industry. We have, during this period, obtained a knowledge of bacteria, man's best friend as well as worst enemy, on which so much in the dairy industry is dependent." Dr. Pearson pointed out a large number of lines along which the dairy industry is going to progress in the future, notably in increased production per cow, better knowledge of feeding methods, higher standards for dairy products, and improved marketing facilities.

ing's program was of the usual outstanding Dairy Council character.

One episode of the Middle Ages from "Masque of Beauty Through the Ages" was presented by twenty-six students from the Harding Junior High School, Philadelphia, Pa., under the direction of the Dairy Council Dramatic Staff.

The Dairy Council Follies included: "The Kings Breakfast" and dances from the "The Garden of Hours" and "The Sore Crow" were presented by members of the Dairy Council Staff while the Fifth Annual Return Engagement of the "Dairy Maids" was presented by members of the various Departmental Divisions of the Dairy Council.

### Tuesday Session

The regular Tuesday morning program opened with early morning visits by the delegates, under the direction of

## Keep Your Milk Below 50 Degrees

with an

## ESCO ELECTRIC MILK COOLING BOX

MAKE LOW BACTERIA COUNTS—INCREASE PROFITS

We furnish the either complete outfit or just the cooling unit installed in your own concrete cooling box. Full specifications and price sent on request.

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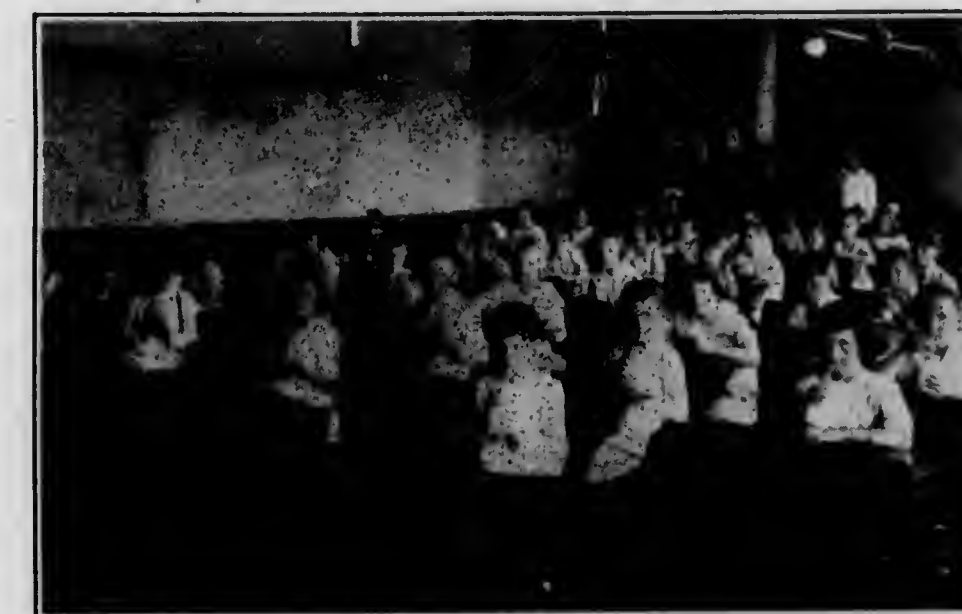
West Chester, Pa.

## DAIRY COUNCIL SERVICE

The various departments of the Dairy Council are at your service and will assist you in planning

### Educational Entertainment

for your Community, Local or Club Meetings.



### Milk Makes Healthy Children

The Dairy Council has carried the message of "Milk for Health" to hundreds of thousands of producers and consumers in the Philadelphia Milk Shed.

Lecturers and Speakers on Health Programs Are Available

Motion Picture Films on Dairy Subjects  
Lantern Slides Literature Posters  
Short Plays for the Children, Etc.  
Are Yours for the Asking

Write us for detailed information and programs

Let Us Assist in Planning Your Entertainment

## Philadelphia Interstate Dairy Council

R. W. BALDERSTON, Secretary

BOYERTOWN BUILDING  
1211 Arch Street  
PHILADELPHIA





### INTER-STATE WOMEN HOLD EDUCATIONAL MEETING

The Women's Meeting, held on November 22nd in connection with the annual meeting of the Inter-state Milk Producers' Association taxed the capacity of the office to the utmost. This is the third year such a meeting has been held and each time the group has been larger than the preceding one. It is the ambition of the committee in charge that these gatherings may assume such importance that women interested in both nutrition and the morale of the organization cannot afford to miss them.

It is a great pleasure to welcome familiar faces each year and an especial pleasure to greet new comers. This year there were 130 in attendance.

The music was furnished by members of the Dramatic Department. Dorothy Jones sang a solo: "When Love is Done." Miss Lydia Broecker, new head of the Nutrition Department of the Dairy Council gave the visitors a cordial welcome.

Del Rose Macan explained the material which the Dramatic Department is preparing for use on Grange or Farmers' Club's programs.

Miss Florence Ward, in charge of Eastern States Extension Service, U. S. Department of Agriculture, brought an inspiring message.

"The Dairy Council has made the free use of milk possible to people in even the crowded parts of our cities. The organization holds a strategic place today because it is carrying on with high purpose the improvement of the health of the people."

"In this country," said Miss Ward, "the highest type of the American people are living on farms. We are not confronted with the difficulties of absent ownership with a peasant tenantry as in Europe."

"The Dairy Council through its health work is in a position to initiate and carry out programs which the Extension Service can only stimulate. The Extension Service is glad to cooperate if the rural people will let them know what help they need."

The climax of the meeting was the Dairy Council's new play, "The Winter Coat," written by Dorothy Henry Van Auken and put on by members of the Milk Producers' Association. This is one of the new rural plays in which the health message is presented in a very clever way.

#### Characters

Mrs. Mary Hastings  
Mrs. Frank Twining  
Mrs. Anna Sheldon  
Miss Grace P. Bacon  
Mrs. Myra Brown  
Mrs. A. B. Waddington  
Mrs. Kate Burkett  
Mrs. Robert Atkinson

Miss Rose Cummings  
Mrs. D. Watson Atkinson  
Miss Della Halley  
Mrs. L. K. Shoemaker  
Mr. Robert Hastings  
Myra Boucher  
Mr. John Sheldon  
Laura Ellenwood  
Mr. Robert Brown  
Catherine Hanly  
Mr. Ed Burkett  
Josephine Crammer

The play takes only the properties usually available in any living room and can be presented with very few rehearsals, making it especially adaptable to small groups in private homes.



Health Story Presented by the Nutrition Department of the Dairy Council at the Quaker Play Ground, Philadelphia, Pa.

Following the play, the Nutrition Staff served the guests with a delicious luncheon which demonstrated a well chosen combination of foods.

Veal Salad Carrots and Peas  
Graham Rolls Stuffed Celery  
Chocolate Milk Shakes  
Coffee Ice Cream  
Cake

The luncheon time offers a particularly pleasant opportunity to get acquainted with women from various parts of the territory. There is no question but that this meeting is a valuable feature of the annual meeting.

Now that we know that cheerfulness can be cultivated, it will be an unpardonable crime for anyone to affect an air of gloominess or to indulge in moods of despondency and depression. Melancholy thoughts can be banished from the mind as an annoying sparrow can be chased from our window. It would be foolish, then, to allow them to molest us, to impair our efficiency and to diminish the joy of living.

### PROPER FOOD NECESSARY FOR HEALTH AND GROWTH

Milk, Fruit, and Vegetables Cannot be Omitted for Children or Adults—Score Card is Helpful

"To starve in the midst of plenty" is possible when not enough of the right foods are eaten. Special food substances found in milk, fruits, and vegetables are essential to good health, and unless meals are planned to include them, lowered resistance to disease may result, according to the New York State College of home economics at Ithaca, N. Y.

Milk, fruits and vegetables are the foods most often neglected, says the college, whereas they should be used liber-

### MATERIAL FOR RURAL PROGRAM

"What new stunt can we have for our next P. T. A. meeting?" or milk night at Grange, or at the Farmers' Club?

To answer this question the Dairy Council stands by, ready to help with plays, talks, lantern slide lectures, any of which can be used by the members of the meeting.

"The Winter Coat," given for the first time at the Women's Meeting at the Inter-State Milk Producers' office, proved how successfully it filled this need.

"The Beauty Shop," is a play for little girls who love to dress up.

"All in the Point of View" uses two boys and a girl of high school age or any age until they are married.

"All in a Stew," the budget play, was described in the September Review. It, too, calls for only three characters—an inexperienced bride, her patient husband, and a kind friend.

These four plays can be presented in a private home or school house without a stage and with a minimum amount of room.

"Health in Toyland"—a fifteen minute play for younger children with one older girl.

"How Milk is Made" — a fanciful explanation of how milk is made by Mother Nature.

"Following the Milk Can"—takes the milk from the cow to the consumer.

"Eating Milk" — children personify such milk dishes as junket, cocoa, milk soups, and creamed vegetables.

"Milk for the Whole World" — the children represent in both dress and speech typical countries showing the importance to mankind of our foster mother, the cow.

The care of the teeth and the relation of nutrition to teeth are now claiming attention, "Who Says Six Year Molars?" and "Here Are the Teeth That Jack Built," both emphasize the need of good teeth.

Plays are only one feature of a well rounded program. For variety, let a young woman give "The American Girl Beauty Products", or a young man broadcast "The Radio Talk".

If electricity is available so that a lantern can be used there are several slide lectures, with notes for each picture. "Dairying in Foreign Lands" has proved interesting to both old and young. "How a City Gets Its Milk Supply", "Inside Paint" or the selection of proper diet. A list of moving picture films can be procured from the Dairy Council office.

Slides and costumes are furnished by the Council but must be asked for in plenty of time—the different sets are kept busy and can not be furnished on short notice.

The Dairy Council is ready and willing to help with suggestions and directions for handling any of this material. It will gladly furnish references to material for essays on subjects coming within the scope of health or nutrition work.

### CONFERENCE WITH EXTENSION WORKERS

That the Health Message should be carried into the farm homes more than it has been heretofore, is the opinion of the Philadelphia Inter-State Dairy Council. To further this project the directors of State Extension Service in Pennsylvania, Maryland, Delaware and New Jersey, with the local Extension workers, were invited to meet with the Dairy Council staff on November 23rd. At this conference Robert W. Balderston, secretary of the Council explained the relationship of his organization to county health and social programs.

## ANNUAL REPORT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

(Continued from page 10)

dance of 16,744. One hundred thirty-two reels of moving pictures have been shown at these meetings.

Among the special activities of the Quality Control Department during the past year were:

1. A two-day dairy school in one community.
2. The organization of a cow testing association and the conducting of the work for twenty-four dairies as a demonstration of a unique method of conducting cow testing association work.
3. A Dairy Rally was held covering a district of five counties.

4. Cooperation given in conducting milk shows at Doylestown, Norristown, West Chester, Martinsburg and at the State Farm Products Show at Harrisburg.
5. Numerous exhibits of Dairy Council work have been displayed at various points throughout the territory; notably at Media, Norristown, Doylestown, Philadelphia, Trenton Farm Products Show and at the Sesqui-Centennial. A total of 195 "mang-days" have been devoted to exhibits, farm products shows and fairs.

6. The department has cooperated with the county agents in bull clubs and boys' clubs, and has also taken an active part in community enterprises connected with the industry.
7. Especial attention has been given to various communities in dealing with local problems concerning the milk supply—much time has been devoted to the correction of garlic flavor in milk and considerable effort has been put forth in one district to endeavor to get the dairymen to meet the 60° temperature for milk which is legally required by that market.

8. The Methylene Blue Reducate Test has been used to determine bacteria counts in many dairies throughout the territory. Such tests to the number of 1451 have been made during the past year.
9. The Quality Control Department during the past year has been instrumental in bringing about a study of the methods of lighting and ventilating Pennsylvania "bank barns". It has secured the cooperation of the Pennsylvania State College in having E. Grant Lantz from that institution assigned to research work in cooperation with the Dairy Council in this territory. This department desires to express its appreciation to the Portland Cement Association which has, for several months past, been paying the expenses of Mr. Lantz in this important work, and which has also printed and placed in our hands approximately twenty thousand leaflets on milk house construction.

10. In performing their duties the employees of this department have handled a vast amount of correspondence and have maintained complete and efficient filing systems, making available information on conditions prevailing on the dairy farms or milk plants throughout the territory.

11. The field men have travelled a total of 194,371 miles in conducting their work.
12. The Department has promptly answered all calls for assistance coming from either the dairymen or the milk dealers.

#### General Information

We can point this year to very definite

programs given to the nutrition classes in the schools in Philadelphia which resulted in the best records for gains in weight yet made by children engaged in that form of health endeavor.

The milk service in the public schools is gradually becoming standardized in method and the school system is appreciating its importance in developing, among other health habits, the drinking of a quart of milk a day on the part of each school child. The milk service itself has an important place in the school life, in that so many children do not eat an adequate breakfast and the mid-morning milk lunch is important in keeping up the child's vigor.

More and more the Dairy Council has the opportunity of participating in health instruction programs in teacher training institutions—notably, Pennsylvania State College Summer School, University of Pennsylvania, Temple University, and in the Philadelphia, West Chester, Glassboro and Trenton Normal Schools.

The general use of the Dairy Council material on the part of the educational and welfare agencies of the city has become a standardized program. During the past year 717,000 pieces of literature have been distributed through organized channels.

The development of motion picture distribution is an interesting example of the progress of the Dairy Council program. During the past five years Dairy Council films have been scheduled in 3413 theatres. A conservative estimate which has been made for the Dairy Council states that "over ten million people in the district covered by your organization have sat from seven to sixteen minutes looking at your pictures."

Twelve newspapers in the district have a regular Dairy Council health column. It is quite evident that the field for activities of this kind is very broad and the Dairy Council expects to spread this work greatly during the next year.

The books of the Council have been kept during the year in accordance with the instructions of the auditors, McGee, Fleisher and Company, Philadelphia, Pa. Regular monthly reports have been sent to all members of the Executive Committee showing the financial condition at the time, with a detailed comparison with the budget.

The annual audit was made by the above mentioned accountants for the year ending October 31st, 1926. Copies will be sent to all members of the Executive Committee and are on file in the office.

### FOUR RECORDS, AND STILL GAINING

Island's Busy Bee 2d's Daughter 72023 is a pure bred Guernsey cow owned by Henry W. Leeds, of Westville, New Jersey. She has recently completed her fourth Advanced Register record, establishing herself as a highly persistent producer. She began with an easy start as a senior two year old, and each of her records has constituted a substantial increase over the preceding records. They are as follows:

Lbs. Milk	Lbs. Fat	Age
6904.2	387.1	Senior 2 year old
10451.7	590.6	Senior 4 year old
12804.6	751.4	Six years, 215 days
14180.9	822.6	Eight years, 205 days

Her average production for the four records is 10835.3 pounds of milk, or 632.9 pounds of butter fat.



These two splendid individuals are owned by Mast Stultzfuss of Morgantown, Lancaster County, Pa. Irma AlCarta, the first cow, was milking 81 lbs. a day when the picture was taken. Bellwood Silvia Mary was milking 84 lbs. a day. They are fed Amco 32% and home grown grains. Mr. Stultzfuss, successful dairyman and a well known farmer, writes "I gladly recommend your Amco 32% Supplement mixed with home grown grains."

## With Corn and Oat Chop these dairymen use Amco 32% Supplement

"I WANT to add my testimony," says Walter D. Snyder of Hepburnville, Pa., "to the superior quality of and the results obtained from the use of the Open Formula College Feed Conference Board feeds as manufactured by the Amco Mixing Service. I have used these feeds for over three years and do not hesitate to say they are the best I have ever used."

"At first I used the 24% Universal, but this year have been using 32% Supplement, mixing it with our corn and oats. I belong to the Cow Testing Association and keep the regulation association records. The cow pictured, Spot, made 11,000 lbs. last year; in September this year, 1545 lbs., and in October, 1754 lbs. Her stable mate, Mary, made 11,616 lbs. milk last year. In September this year she made 1578 lbs.; in October, 1680 lbs.

Three other cows, Anna, Lucy, and Beauty, made respectively 13,190 lbs., 11,713 lbs., and 12,189 lbs. of milk."



111

PAUL J. STINE,  
MUNCY, PA.

says: There is one thing about the Open Formula College Feed Conference Board feeds that I like very much, and that is they have such a good smell and the cows are always so greedy for them.

I have used these feeds as prepared by Amco Feed Mixing Service for over two years with good results and am now using the 32% Supplement which I mix with corn and oat chop.

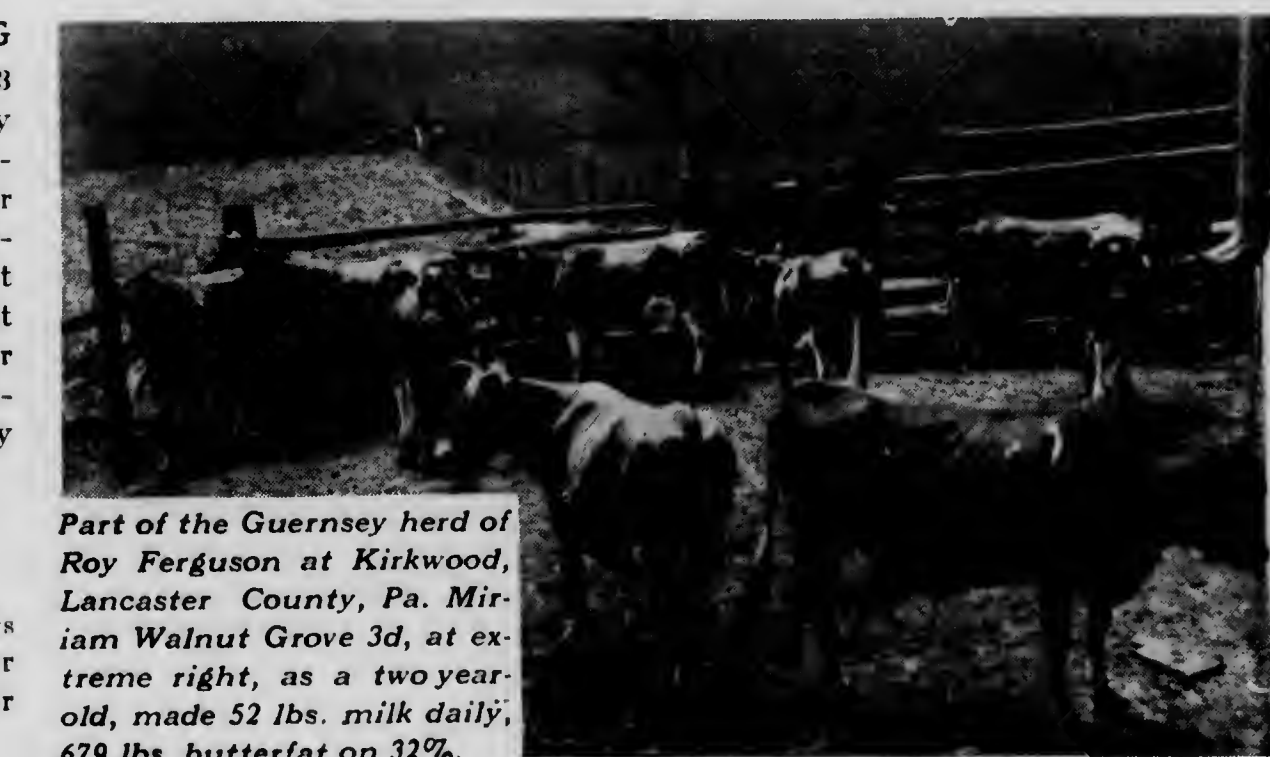
One of my heifers milked 1257 lbs. on this combination in October.

# AMCO

FEED MIXING SERVICE

AMERICAN MILLING CO., PEORIA, ILL.

Pennsylvania Office :- Muncy, Pa.



Part of the Guernsey herd of Roy Ferguson at Kirkwood, Lancaster County, Pa. Miriam Walnut Grove 3d, at extreme right, as a two-year-old, made 52 lbs. milk daily, 679 lbs. butterfat on 32%.





**STUFFY** barns, no exercise, no pasture, heavy feeding! No wonder your cows don't fill the milk pail—just when added quarts would mean most. Their vitality goes down because of the sudden shift from summer to winter feeding conditions.

They need help. Kow-Kare gives it—simply, naturally, surely. Kow-Kare is a concentrated tonic that acts directly on the digestion and assimilation. It prevents feed loss by turning more of the ration into quarts of milk.

Kow-Kare really costs nothing to use. Its slight cost more than comes back in added milk. A single can of Kow-Kare will ration a cow one to two months—just follow simple directions on the can. Its disease-prevention saves hundreds of dollars yearly in an average dairy.

#### FREE BOOK on Cow Diseases

Our valuable book, "The Home Cow Doctor" tells all about the disorders that sap dairy profits. Tells also the part Kow-Kare plays in bringing back to vigorous health cows afflicted with Barrenness, Retained Afterbirth, Abortion, Bunches, Scours, Lost Appetite, etc. Send for a copy of the book today.

Feed dealers, general stores, druggists have Kow-Kare—\$1.25 and 65c sizes (six large cans, \$6.25). Full directions on the can. Mail order sent postpaid if your dealer is not supplied.

Dairy Asso. Co., Inc., Lyndonville, Vt.  
Makers of Kow-Kare, Bag Balm, Grange Guard Remedy, American Horse Tonic, etc.

**KOW-KARE**  
Famous Conditioner  
of Milch Cows



PHILADELPHIA



E. F. SCHLICHTER CO.  
BOX M. P. 10 S. 18TH ST., PHILA.

## TEN YEARS OF SUCCESSFUL COOPERATIVE ENDEAVOR

H. D. ALLEBACH, President Inter-State Milk Producers Association

(Continued from page 7)

#### Developing of Market Records—1925

With the expansion of territory and activities of your association, the need of detailed and accurate records became more urgent. In 1925 the association's system of records was substantially enlarged. A history card for each member was started in January of that year, and cards have been subsequently added for new members at the time of joining. Concurrent with the starting of these producers' cards, greater stress was given to the collection of price and production statistics in this and other territories. This growing mass of information, which has already attained rather large proportions, is rapidly becoming an important feature of value to the officers and members of the association.

In the matter of intelligent price determination this information has had and is having invaluable bearing. As the selling plan develops toward a program of selling according to needs of the market, it is confidently expected that these records will become increasingly useful and valuable. The records have been started early enough to provide a substantial and accurate foundation for an enlarged program advisable in the future.

Marketing problems, so far as they relate to surpluses or shortages, are almost wholly production problems. Sales outlets fluctuate much less violently than production. Marketing problems arise primarily because production facts change on thousands of individual farms. Orderly production is most generally conceded to be the only basis upon which an orderly marketing plan can be built.

Though by far greater emphasis on production control in this market has to date been placed on the elimination of seasonal changes in supply, the facts at hand in many markets indicate that this is not sufficient. This undue emphasis or seasonal control is thought by some to perhaps result in reversing the seasonal swing with disadvantageous results in the lower consumption periods.

It should be kept in mind that the assumption of these market risks by a producers' organization demands either that (1) the members as a whole must bear these burdens on a per capita or volume basis, or (2) they may be apportioned in relation to the responsibility of the individual producer as in the "Inter-State" market. To the great mass of producers, this latter method is by far the most profitable, and to them it will appeal as being the most equitable. Such a procedure demands detailed records of each member's performance. No association is answering the fullest obligation which does not periodically and accurately file these records as we do now.

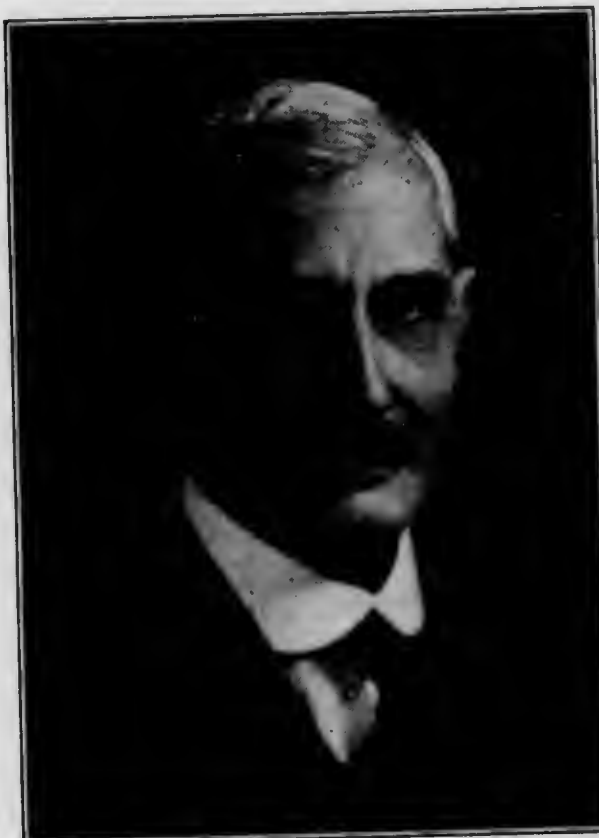
#### Developing the Selling Plan Still Further 1926

The trend toward a closer adjustment between supply and demand is becoming pronounced in many markets. As population in large centers increases, and more consumption tends to equal probable production in the great eastern markets, more stress is now laid by many on developing a production program based on the sales facts in each market. In accordance with the resolution of the stockholders at our last annual meeting, your board of directors made arrangements for using the 1925 basic quantity as a basis for payment, in conjunction with the recent increase

in the price of milk. In our large eastern fluid milk market, the most important question for the producing organization is not that of arranging a price which will move a supply of milk on hand, but it is rather the development of a marketing program for the organization which will assure the production of a maximum supply that can be sold at a given price. It is the endeavor of your officers to so guide the policy of the Association that the fluid milk market may find its full supply at all times within our borders.

Our policy has been that of stable prices for comparatively long periods. We are satisfied that stability coupled with high quality will encourage maximum consumption. Detailed records of production, sales and prices will not only offer the foundation for such a systematic basis of selling, but will also offer the means of equitably apportioning the gains as well as risks involved. These records will offer to conscientious producers protection against the variation in supply caused by the "plunging" of his haphazard neighbor.

A study of the records of monthly



F. P. WILLITS  
First President of the Inter-State Milk Producers' Association, now Secretary of Agriculture, Commonwealth of Pennsylvania.

production on a great mass of farms scattered over a large producing territory will reveal the extent and nature of the reactions of supply to these price changes. The effect of a price change on future production is more important than the level at which the price is established. Changes in feed prices and farm commodity prices are no less important than a change in the price of milk. We are satisfied that our records will become increasingly valuable in selling our members' milk to the best advantage.

#### Market Situation

During the past year the supply of milk in the Philadelphia Milk Shed has not increased, to any extent, over that of 1925. Some dealers have been buying more milk than in 1925 and today we feel that the market is in very good shape.

One new plant has been added to the Philadelphia territory during the year by the Supplee-Wills-Jones Milk Company. This plant, at Moorefield, West Virginia, was opened two weeks ago. The Supplee plant at Princess Anne, Md., was being built at the time of the last annual report and is now in operation. We have had requests for new plants to be established in other territories, one of them at Brookville, Jefferson County, Pennsylvania. Nothing

definite has as yet been developed in this connection.

The basic price of milk has changed three times during the past year. The basic price of three per cent market milk at the time of our last annual meeting was \$2.60 per hundred in the 51-60 mile zone. On January 16, 1926, the price of basic milk was reduced \$2.33 per hundred, making it \$2.37 for three per cent milk in the 51-60 mile zone. This price was in force until May, when the price was again reduced \$2.23 per hundred, making the price \$2.14 per hundred for three per cent milk. These price fluctuations were due to the agreement by which the distributors agreed to loan the producers one half cent per quart or approximately \$23 per hundred pounds for two months in the winter of 1925-1926 to be repaid during a like period next summer. Starting the 16th day of September, we advanced the price \$3.34 per hundred, making it \$2.71 for three per cent milk in the 51-60 mile zone, which price is in effect at the present time.

The f. o. b. Philadelphia price has been as heretofore approximately \$.58 above the receiving station prices in the country. The average basic price for 1926 in the 51-60 mile zone has been \$2.41.

The surplus price for 1926 has been higher than in 1925, because of a higher range of butter prices. The average New York 92 score price of butter for October, 1926, was \$.466, which is \$.045 lower than for the same month in 1925.

The Class I Surplus Price for three per cent milk at all receiving stations during the year ranged from \$1.47 per hundred pounds to \$1.81. The Class II surplus price during the first six months of the year ranged from \$1.15 to \$1.39.

Our basic price has been changed more frequently this year than at any time for the past few years. The weighted average price is higher than for some time. There has been less surplus milk than at any time since the Philadelphia Selling Plan was started.

The following have been the basic and surplus prices for three per cent milk in the 51-60 mile zone by month for 1926:—

3% Milk	Basic	First Surplus	Second Surplus
Nov. 1-15	\$2.37	—	—
Nov. 16-30	2.60	—	—
Dec.	2.60	—	—
Jan. 1-15	2.60	\$1.75	\$1.39
Jan. 16-31	2.37	1.75	1.39
Feb.	2.37	1.73	1.37
Mar.	2.37	1.64	1.29
Apr.	2.37	1.47	1.15
May	2.13	1.52	1.19
June	2.13	1.55	1.22
July	2.37	1.52	—
Aug.	2.37	1.56	—
Sept. 1-15	2.37	1.70	—
Sept. 16-30	2.71	1.70	—
Oct.	2.71	1.81	—

The production of surplus milk in the whole territory has average less than 10 per cent during the first nine months of 1926. This amount we believe is lower than any previous year. It shows that farmers can regulate their supply and by so doing gain a steady and regular market through the year.

In considering the average price received by our members it is well to remember that a large portion of our milk is now being sold either as "direct shipped" milk, which carries a higher price than the receiving station price, or it is sold as "A" or "AA" milk, which also carries a substantial premium.

(Continued on page 28)

THE BIGGEST AND BEST PLACE FOR

## Dairy Supplies



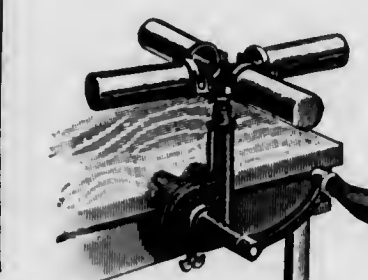
Butter Printers



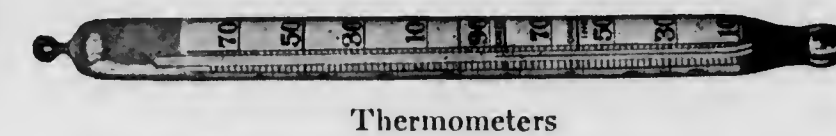
Portable Bottle Fillers



6-Can Milk Can Sterilizers



Babcock Cream Testers



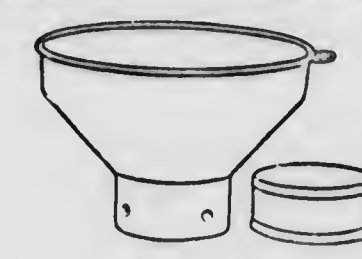
Thermometers



Wash Tanks



Milking Stools



Milk Strainers



Bottle Washing Machines



Milk Pails



Churns of all kinds



Separators



Brooms, Scrub and Bottle Brushes for Dairymen

**BE SURE YOU HAVE OUR CATALOG**

Sent on request if you haven't a copy. Hundreds of items for dairymen pictured and priced. Address nearest store.

**Cherry-Bassett Company**

2324 Market St.  
PHILADELPHIA

Russell & Ostend Sts.  
BALTIMORE



Established 1895

**HORACE F. TEMPLE**  
PRINTER

College Printing  
BELL PHONE NO. 1

Catalogs  
WEST CHESTER, PA.

## Your Bothersome Details

The average man approaches the task of preparing a printed article with reluctance.

Many excellent selling points have never been broadcasted by printing because of the technical details involved.

It is our job to solve problems such as these. We have a well organized planning department to take all unnecessary details off your mind.

Just a broad outline of what you require is all we need.



## The Babcock Test is one of your best friends

A few additional points on the test of the milk that you ship will make a surprising difference in your check each month. Profit begins where cost ends so any extra return that you get is "velvet".



*Sophie's Emily, a Jersey which has just completed her seventh production test. She has an average of 775 lbs. of butterfat, 15634 lbs. of milk for the seven consecutive lactations*

Last year all registered Jerseys officially tested averaged 5.39% butterfat. Think what this means in terms of profit! Think what it would mean to your bank balance!

With this high test Jerseys are consistently good producers. They mature early, milk persistently and live somewhat beyond the usual span of usefulness of dairy cows. Mature Jerseys officially tested last year averaged over 600 lbs. of butterfat.

**Philadelphia consumers demand a high testing milk.**

**Don't buck the market!  
Cater to its demands!**

For information on Jersey cattle or assistance in locating stock write

**The American Jersey Cattle Club**  
324 West 23rd St., New York

A National Organization of Jersey Breeders

Founded in 1868

## HISTORY OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The Dairy Council is the health organization of the dairy industry, organized for the purpose of disseminating information as to the importance of milk and its products in the diet.

The success of the Dairy Council is due to many factors, but first, to its broad health program which was insisted upon by its early leaders.

The use of milk has not been over-emphasized. When it was found the Dairy Council insisted on the observance of all the health rules as fully as that of using a quart of milk a day and did not urge that milk be used beyond that point, which was recommended by recognized health authorities, the Dairy Council assumed a prominent place as a health and welfare agency.

### Philadelphia Inter-State Dairy Council

After the war prominent dairy leaders in the Inter-State Milk Producers' Association and among the Philadelphia distributors realized that the recent discoveries in the field of nutrition emphasized more fully than heretofore the importance of milk as an all-important factor in the human dietary.

M. D. Munn, President of the National Dairy Council, was invited to address the annual meeting of the Inter-State Milk Producers' Association in December, 1920. Out of the mutual interest of producers and dealers an organization was formed within a month. After much discussion the name agreed upon was the Philadelphia Inter-State Dairy Council. At the same time it was decided to cooperate with the National Dairy Council.

### Local Council Management

The first meeting of the Philadelphia Inter-State Dairy Council was held on December 18th of 1920.

The Board of Directors was composed of producers and dealers with a third group representing the public. Dr. Clyde L. King has always been chairman, with R. W. Balderston, Secretary. Henry Dollinger was the first Treasurer, succeeded in January, 1922, by Robt. J. Harbison, Jr.

### Financing

The plan of financing the Council has continued in operation without alteration since its organization. The funds which are collected from producers, dealers and manufacturers are turned over to the Dairy Council and expended in equitable amounts in the various cities and communities.

### World's Dairy Congress

The Philadelphia Inter-State Dairy Council first received world-wide publicity through entertaining, in cooperation with the National Dairy Council, the World's Dairy Congress in Philadelphia on October 4th, 1923. A thousand guests from all parts of the world on this day were given a visualization of the whole Dairy Council program. During the morning session at the Furness School a demonstration was given of Dairy Council methods in schools with addresses by local and nationally known authorities. At a banquet there was a further demonstration of Dairy Council methods and material. Largely as a result of this demonstration the Dairy Council message and methods have been taken up all over the world through the instrumentality and enthusiasm of those who saw the presentation here.

### Results

The results of Dairy Council work

must be measured in terms of health, social betterment, civics, and economics.

### Health Viewpoint

The Philadelphia Inter-State Dairy Council can point to definite accomplishments in health improvement. Its work with the nutrition classes in the Philadelphia public schools improves the health standards of approximately twelve hundred children each year.

The Dairy Council itself does not claim any credit except that of a cooperating agency, one among many which have done effective work in health education and one among several which have specialized in the field of nutrition.

Through the mothers' meetings in Philadelphia, particularly in the poorer sections, and also with supper clubs of girls, the importance of a well balanced diet has been emphasized to the point of securing permanent dietary improvements in families and even whole neighborhoods.

The health importance of the accomplishments of the Quality Control Department is certainly very great.

### Social Significance

The people of Philadelphia have enjoyed for a decade a milk supply which was as cheap or cheaper than that of the average large American consuming center, but at the same time the price to the farmer has been as high or higher than that in the same centers. This has not been a circumstance of fate. It has been due to the good understanding and mutual confidence between producer, dealer and consumer which grew out of the policies of the Inter-State Milk Producers' Association, the cooperative attitude of the dealers and last but not least, to the wise and progressive counsel of Dr. Clyde L. King the present chairman of the Dairy Council, Milk Arbitrator for Pennsylvania during the Food Administration, and later Secretary of the Commonwealth of the state. The Dairy Council was a natural outgrowth of this relationship and can make no claim to having developed it but it has been of distinct assistance in the progress of this understanding.

The Staff of the Dairy Council has been able to explain to consumers, to educators, and to social workers alike many of the problems of the producer and distributor, thus stimulating in the public at large an intelligent sympathetic interest in the industry which is responsible for such a large and important item in the diet of the people.

### Economic Importance

Nothing except "enlightened self interest" has prompted the farmers and dealers to put money into Dairy Council activities. It was only because of the expectation of greater business and better public relations that the Dairy Council was started. The public knew of this fact and accepted it.

The Dairy Council early set itself the task of assisting in putting milk service in the Philadelphia Public Schools and in smoothing out difficulties which it knew would develop in this pioneer work on the part of the school system. There is now a fairly smooth-running system of milk distribution in a very large majority of the schools in Philadelphia. Similar activity in other centers has been equally, if not more satisfactory, as for instance in suburban districts, Camden, Atlantic City and Trenton in New Jersey.

## NATIONAL MILK PRODUCERS' FEDERATION

(Continued from page 8)

500 were in attendance. Short addresses were made by a number of those identified with the industry.

### Business Session

The Federation held its formal business session on November 11th. Secretary Charles W. Holman made a detailed report, while F. P. Willits, Treasurer, presented the Auditors' Report as to the Federation's financial condition.

The following delegates were elected as directors to serve for the ensuing year. Directors reelected include:

John D. Miller, Susquehanna, Pa.; F. P. Willits, Ward, Pa.; R. Smith Snader, New Windsor, Md.; C. E. Hough, Hartford, Conn.; P. S. Brennenman, Jefferson, O.; C. F. Dineen, Milwaukee, Wis.; N. P. Hull, Lansing, Mich.; B. Ashcraft, Cleveland, O.; John Brandt, Litchfield, Minn.; Clyde Bechtelheimer, Waterloo, Ia.; F. G. Swoboda, Plymouth, Wis.; W. F. Schilling, Northfield, Minn.; Richard Pattee, Newton Highlands, Mass.; G. W. Slocum, New York City; Harry Hartke, Covington, Ky. New directors elected to the board were H. D. Allebach, Philadelphia, Pa.; H. L. Whiteman, Liberty Center, O.; Jerry Mason, Des Moines, Ia.; W. F. Moscrip, Lake Elmo, Minn.; A. G. Ziebell, Marysville, Wash.; P. L. Betts, Chicago, Ill.; G. F. Benken-dorf, Modesto, Calif.; and Mr. Bryce, General Manager, California Milk Producers' Association of Los Angeles, Calif.

The directors enlarged their Executive Committee to seven, with three alternates, and selected the following for the ensuing year:—John D. Miller, Richard Pattee, Harry Hartke, Frank P. Willits, N. P. Hull, C. E. Hough and John Brandt, members of the Executive Committee, and—Frank G. Swoboda, Clyde Bechtelheimer and R. Smith Snader, alternates.

The directors reelected as officers:—John D. Miller, President; Richard Pattee, First Vice President; Harry Hartke, Second Vice President; Frank P. Willits, Treasurer; and Charles W. Holman of Washington, D. C., Secretary.

### Editorial Conference

The editors and advertising managers of the various dairy cooperative marketing papers, published by the member associations of the Federation, held a conference on the morning of November 11th, when many of the problems incident to the editorial and business policies and programs of such publications were discussed.

### COVERED BARNYARD OR OPEN SHED FOR THE DAIRY HERD

The open shed or covered barnyard is a practical method of housing dairy cows. It provides the best known method of saving and preserving all the fertilizing constituents of the manure; it permits the feeding under shelter of roughage and makes possible its utilization for bedding; when there is plenty of bedding, cows so housed keep cleaner than those confined in stanchions.

In an experiment at the Beltsville station it was found that the cows in the open shed produced a little more milk, but at a greater cost for feed, than the cows in the closed barn. The more timid cows were fought away from the feed racks in the shed, which resulted in a much lower production from such cows. Probably it would be a matter of economy to confine the cows at feeding time. Cows so housed should be deborned.

### MILL FEED PRICES LOWEST IN YEARS

Liberal supplies and a limited consuming demand have held mill-feed prices early in November at the lowest level for this time since 1921, says the Department of Agriculture.

Bran is selling at \$3 to \$5 per ton lower than a year ago and generally \$1.25 below current prices two years ago when a brisk export demand for flour was increasing the output of mill feeds. Shorts and middlings are around \$4 cheaper than a year ago and are approximately \$3 lower than at this time in 1924.

Production of wheat feeds for the three months July, August and September, says the department, is the heaviest since monthly records were begun in 1923, although September millings this year were hardly so large as in 1924.

About 1,387,000 tons of wheat feeds have been produced during the three months this year compared with 1,292,-

000 and 1,382,000 tons respectively for this period one and two years ago. Because of the unusually good quality of much of the wheat this year, according to the indications of the first two months, there is slightly less feedstuffs per bushel of wheat ground than last year.

Consumption continues to be restricted by unusually good fall pasturage. Pasture conditions on October 1 were nearly four points above the ten year average while rains over a wide area during October favored pasture growth. In addition the use of bran as a source of protein has doubtless been curtailed in some sections by competition of cottonseed meal and gluten feed which are also selling at lower prices.

### GOOD FARMING PAYS

Growing good crops pays. Ask the man who produces them what his costs are. See how much lower they are in proportion to those of poor crops.

### PREVENT POULTRY COLDS

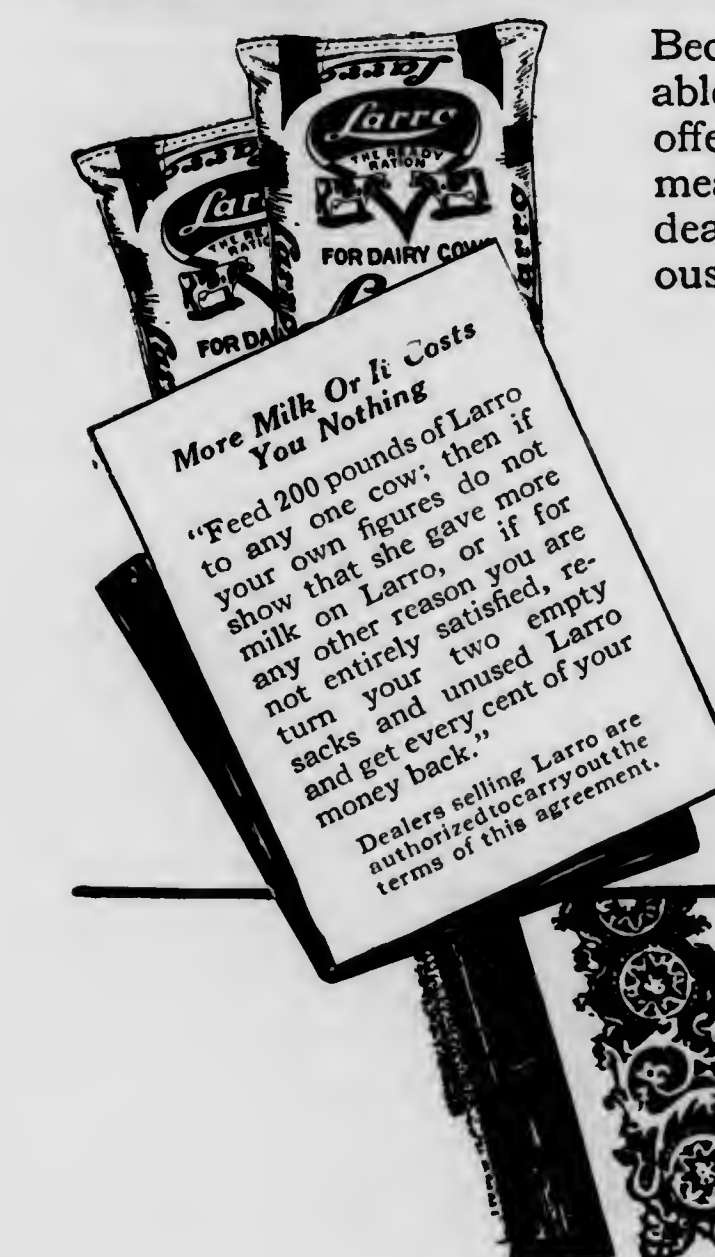
To prevent colds in the poultry flock keep the hen house dry, allow at least eight inches of perch room per bird, and provide plenty of green food. A dose of epsom salts, at the rate of one pound of salts to each 400 pounds of poultry, fed in a wet mash may do a great deal to get the affected flock back into condition.

### KEEP SPRING CALVES GROWING

Late fall and early winter are critical times for spring calves. Keep them growing by providing comfortable quarters and plenty of good feed, say Pennsylvania State College dairy specialists.

### TAKE CARE OF TOOLS

Clean and put in order all tools before you put them away for the winter. A coat of grease on the working surfaces will pay.



Because of high and unvarying Larro quality, we are able to make this straight-from-the-shoulder trial offer, with no strings attached. The Larro guarantee means just what it says, and any authorized Larro dealer will back it up. It has been in effect continuously for fifteen years.

Ask the Nearest Dealer

THE LARROE MILLING COMPANY  
DETROIT MICHIGAN

**Larro**

The SAFE Ration for Dairy Cows  
Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

This Guarantee has been in effect since its introduction.



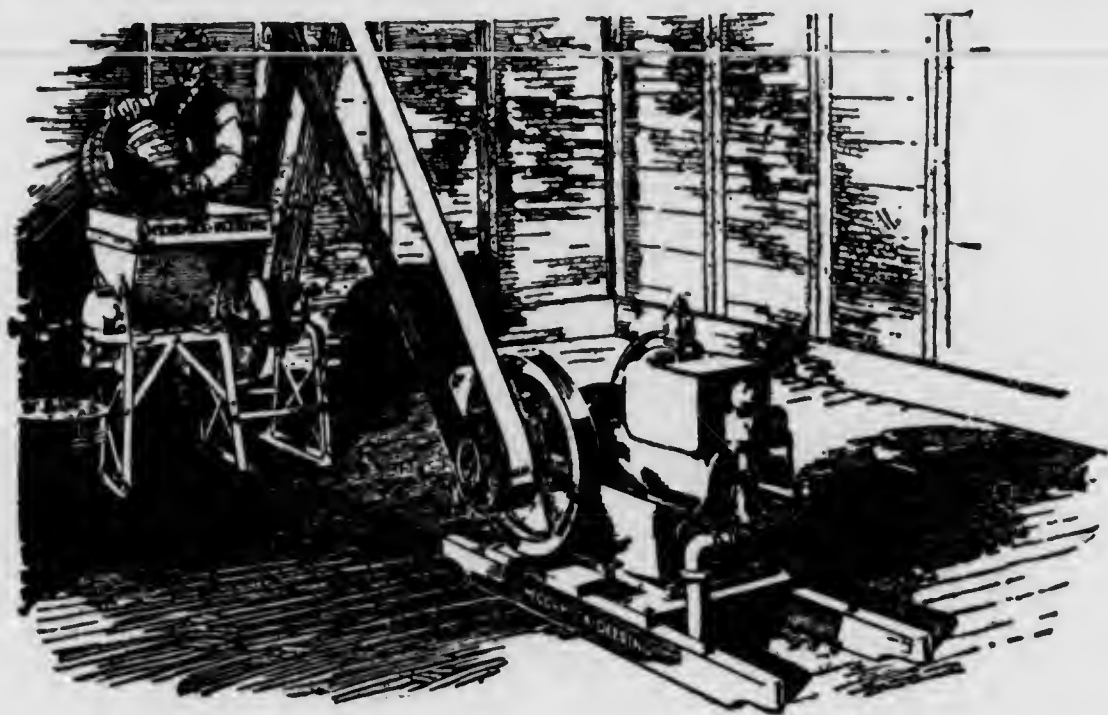
## Grind Your Feed at Low Cost

WITH THE HELP OF THE

# McCormick-Deering Engine

AND THE

# McCormick-Deering Feed Grinder



Your power requirements can be taken care of to best advantage with a McCormick-Deering Engine.

There is a size to fit your needs. The McCormick-Deering Engine is built in 1½, 3, 6 and 10-horse power sizes.

Ask the McCormick-Deering Dealer in your town for a catalogue or write us for information

## International Harvester Company of America

(INCORPORATED)

PHILADELPHIA HARRISBURG BALTIMORE

## MAPLE SHADE FARM

100 head of Registered Guernsey Cattle  
All T. B. Tested



Topsey Cavalier of Pomeroy 104874. His dam Imp. Topsey of Goodenstone 4th, A. R. 5742, 13104.1 lbs. milk, 713.26 lbs. butter fat, is one of the four herd sires

### FOR SALE

A few females and several young bulls and bull calves. A bull calf right off his mother at small cost is a profitable investment. We often have them.

**M. T. PHILLIPS**  
POMEROY, PA.

## INTERESTED IN CONCRETE?

Read this Story by  
E. Grant Lantz

Once upon a time (all good stories begin this way) it was the custom of the farmers to close up farm operations with the first freeze and hibernate until the spring thaw. Well, of course, you may have milked a few cows and fed a few steers but between the milking in the morning and the milking in the evening there is a great deal which may be done to improve your farm and relieve the usual spring rush. This job is farm building improvement, more especially at the present time the making and using of concrete.

There is often sufficient room in the barn to permit the cows being moved about so that concrete stalls may be constructed a few at a time so that by spring the entire barn will be in a first class condition. The front wall, if constructed of wood, may be rotting and need replacing with a permanent foundation.

Care must be exercised, but as strong concrete may be made during cold weather as during warm, providing that the temperature of the fresh concrete can be kept at 50° or above. If the temperature can be kept at 60° for 48 hours there is no danger of frost but it is better if this temperature is maintained for a week. The temperature of the average barn when full of cattle is 50° or above so that no additional heat will be required.

So the suggestions for the use of concrete during cold weather are, heat the water as warm as convenient, the sand and stone until the frost is thawed out and maintain a curing temperature of at least 50° for one week.

If the materials are stored on the outside of the barn they should be heated before mixing. The water may be boiling when used. The sand and stone or pebbles may be piled over an old culvert pipe in which a fire is kindled. The cement need not be warmed before mixing.

There are good apples as well as wormy apples and good concrete as well as rotten concrete only you can't make cider out of concrete for when it's down it's down unless some one wants to get in training for a championship fight by wielding a sledge.

The cement part of the mix is easy. Any portland cement will fill the bill for it has been rigidly tested and inspected but it must be dry and free from lumps. The sand and pebbles or broken stone must be clean and not contain dirt, grass, coal or other foreign matter and this also includes sawdust which is sometimes mixed with the concrete, supposedly to give better insulation. This foreign matter prevents the proper bond between the cement, sand and stone. If you must have insulation use a fill of six inches of cinders but forget about the sawdust. A mix of one part cement, two and one-half parts sand, and four parts pebbles or crushed stone is a general mix suitable for all farm work.

Address communications to:  
E. GRANT LANTZ,  
Department of Farm Machinery,  
Pennsylvania State College,  
State College, Pa.

Buttercup of Wishtonwish, a Jersey cow owned by Green Pond Farm, Bethlehem, Pa., established a new senior three-year-old Jersey record for this State when she produced 830.42 lbs. of butterfat and 14,669 lbs. of milk, with calf, in 365 days. Her yield exceeded 70 lbs. of fat per month for 7 consecutive months of this test. With this fine record she qualified for both a Gold and a Silver Medal awarded by the American Jersey Cattle Club. In a previous test started at 2 years and 4 months of age, Buttercup produced with calf, 600.71 lbs. of butterfat and 11,338 lbs. of milk, thus winning a Silver Medal and the State Jersey Championship in this age class.

This mixture is waterproof under normal conditions.

Water must be added to the mixture of cement, sand, and coarse aggregate but remember concrete cannot swim and you can drown it just as sure as you can drown kittens. Do not use over seven and one-half gallons of water to a sack of cement and if you can't get that much water you will have a stronger concrete if you only use six gallons to a sack. Take your choice but do not use over seven and one-half gallons. When placing concrete in forms spade the concrete next to the forms so as to force the coarse aggregate back into the mix and leave a smooth surface when the form is removed.

In laying a floor in the dairy barn it is well to place one section at a time for convenience in finishing.

There is a certain order which should be followed for best results. Here it is. Better paste this in the front of the dictionary or on the back of the clock so that you will have it when you need it, if ever.

The entire stable floor or portion to be placed is cleared off and leveled, foundations for supporting posts made and set. The curb between the manger and the stall is then placed. Notice it is placed not poured. The concrete should not be wet enough to pour. The bottom of the gutter is next and it should be made eight inches wider than the width of the finished gutter so that a bearing of four inches will be provided for both the stall and alley floors. The stall and outside alley floor may now be placed and should be finished with a wooden float to give a roughened surface.

The manger is next. This is a mean job unless done correctly. Steel or wooden templates may be used to get the desired curves in the manger. Use dirt to fill the form up to within four inches of the desired surface and then use a mix with six gallons of water per sack of cement, for the first layer of concrete and then finish off with a second course of rich mix of concrete, one part cement and six parts sand and use a steel trowel to produce a smooth surface which is easy to keep clean. The center alley can now be placed between the mangers after the desired level has been obtained by filling with well-tamped earth. Don't forget that the level of the floor is no more permanent than the foundation under it.

As soon as the concrete has been placed it should be covered with burlap or building paper and a blanket of straw not less than a foot deep.

Don't forget to write to the Pennsylvania State College when you want some help with your barn building problems.

Address communications to:  
E. GRANT LANTZ,  
Department of Farm Machinery,  
Pennsylvania State College,  
State College, Pa.

Uncle Ab, passing the half-century mark, says its a great thing to know that the older he grows the more joy he gets out of life.

## FEED-for results

(Continued from page 18)



*What Special Dairy has done for others It will do for you!*

Mr. R. R. Bartlett, Atwater, Minnesota, writes:

"We started feeding your International Special Dairy Feed about a week ago—Our cows have increased one-third in their milk flow since we started using this feed. We cannot speak too highly of it as it certainly does produce the milk."

### INTERNATIONAL SPECIAL DAIRY FEED

is guaranteed "to produce 20 extra quarts of milk per sack when fed in place of feed or ground grains and according to directions accompanying each sack."

Feed it as an entire grain ration or with home grown grains. If it fails to produce the results guaranteed, we will pay you the difference in milk cost.

Ask your dealer or write

**International Sugar Feed Co.**  
Minneapolis, Minn. Memphis, Tenn.

### 10.5% OF PENNSYLVANIA FARMERS USE TRACTORS

From statistics recently compiled by the Director of the Bureau of Statistics for the State of Pennsylvania, Department of Agriculture, it is shown that, in 1925, 10.5 per cent of the farmers in Pennsylvania are using tractors. It was estimated that in 1919 less than 3 farmers in every hundred used tractors. The increase in numbers for the last four years has, notwithstanding the post war depression, been fairly constant.

The following statistics are given:

Year	Number	Percentage
1919	4,815	2.8
1920	6,823	3.4
1921	8,500	4.2
1922	12,125	6.0
1923	15,427	7.6
1924	18,467	9.1
1925	21,065	10.5

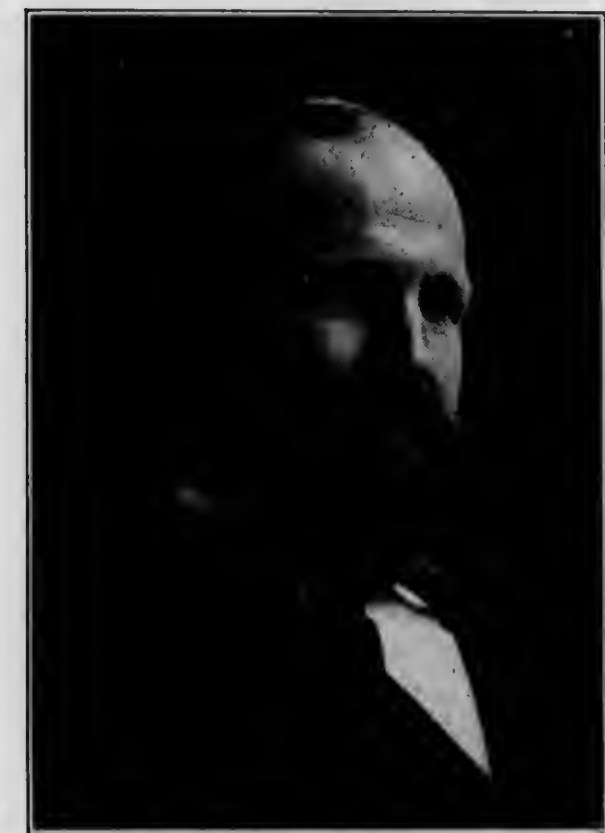
Lancaster, Chester, Berks, Bucks and York, are, in the order named, the ranking counties in the number of tractors, but if the number of farmers is used as the base, Chester, Montour, Montgomery, Delaware and Berks lead, the percentage of owners being 18.9, 18.4, 18.0, 17.4 and 16.5 respectively.

More than half of the cattle in Pennsylvania have either received at least one test for tuberculosis or are awaiting the test.

Uncle Ab, passing the half-century mark, says its a great thing to know that the older he grows the more joy he gets out of life.

## TEN YEARS OF SUCCESSFUL COOPERATIVE ENDEAVOR

The Inter-State Milk Producers' Association, during the ten years of its existence, has returned to its members a price fully as satisfactory as that of any similar marketing association and at the same time has cooperated in economic and business practices that enable the consumers to purchase milk in the Philadelphia Milk Shed at a consistently lower price than in any other metropolitan area in the east. We view the future with confidence, realizing that we are in a position to market our members' milk to their great advantage, to surround the marketing of our members' milk with



J. WALTER PANCOAST  
Woodstown, N. J., former President of the Milk Shippers' Union.

the maximum amount of protection with regard to proper weighing and testing of milk consistent with good economy. We are in a position to speak with a united voice in legislative and other matters dealing with the welfare of the dairy industry. Back of our officers there stands a democratic and self-governed and loyal body of milk producers, confident and determined that dairy farming in this district shall be on occupation offering those who engage in it a standard of living and advantages equal to that enjoyed by any other group in society.

### FOUR GROUPS TO SHOW EGGS AT HARRISBURG

That egg exhibit at the eleventh annual State Farm Products Show in Harrisburg, January 17 to 21, 1927, will be bigger and better than in previous years, is the prediction of J. C. Taylor, poultry extension specialist of the Pennsylvania State College, who is in charge of this part of the State-wide exposition.

He announces that boys and girls between 16 and 20 years of age; residents of towns, villages, and cities; farmers with less than 500 birds; and commercial poultrymen, including farmers and hatcherymen with flocks of more than 500 birds, will have classes for their entries. Brown and white eggs may be shown, the first two groups exhibiting only single dozen displays and the last two having both one-dozen display classes.

Winners in the various classes will compete for sweepstakes, Taylor says, and a beautiful silver loving cup will be awarded each sweepstakes winner.

Uncle Ab, passing the half-century mark, says its a great thing to know that the older he grows the more joy he gets out of life.

## BULL BRAND FEEDS

DAIRY STOCK POULTRY



Feed B. - B. (BULL BRAND) Dairy Ration because it is always uniform, always a clean, safe, economical feed.  
B. - B. (BULL BRAND) Poultry Feeds are equally satisfactory and dependable.

MARITIME MILLING COMPANY, INC.  
Office: Chamber of Commerce Bld., Buffalo, N. Y.  
Mills: Hopkins and Lockwood Sts., Buffalo, N. Y.

COST LESS - PRODUCE MORE

## NICE

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

## Willard

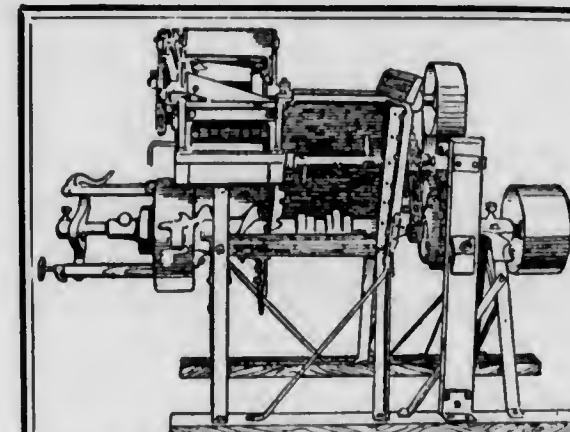
Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description make and for every purpose are recharged repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

**Pusey & Young Storage Battery Station**

West Chester, Pa. Coatesville, Pa.



### Peerless Combination Mill

With a "Peerless" combination feed mill you can save the price of mill in one season's use if you have twelve or more head of cattle. Let us tell you how you can do what hundreds of progressive farmers are doing today. Write for Catalogue A. M. DELLINGER, 726 N. Prince St., Lancaster, Pa.

## Fresh Florida Oranges

Fresh, Sweet, Florida Oranges, \$3.00 per box of three hundred large size. Sound fruit and satisfaction guaranteed or money back. We pay express charges. A box of these makes an appreciated Christmas gift. Remit with order.

**ACME FARMS**  
GAINESVILLE - FLORIDA

Alfalfa and clover are ideal roughage for dairy cows and they improve the land on which they grow. The solution is—raise them at home.

Put grease instead of oil on the farm machines when you store them. It is better because it stays put.



### Tells how to treat

at home and avoid losses from live stock diseases that cost American farmers three hundred million dollar losses each year.

**Contagious Abortion**  
nearly always appears unexpectedly. Walter Rasmussen found 40% of his pure bred Holstein cows affected. Immediately used B-K, following our directions. No more losses. The book tells his and other experiences.

### Calf Scours

yield quickly to B-K treatment. The cleansing, healing action of B-K on membranes and its absolutely non-poisonous nature make it ideal for the farmer to use. The book explains this, also how to remove.

**Retained Afterbirth**  
with a warm water solution of B-K, using only a small rubber hose, funnel and a pail or pitcher. Releases adhesions and reduces inflammation, so the afterbirth comes, without force, naturally and completely. B-K is safe, dependable and cheap. Buy a jug at your dealer's and follow simple directions. Money back if not satisfied.

Send your name today for Free Book B-K

GENERAL LABORATORIES,  
Dept. 103M Madison, Wis.

Name \_\_\_\_\_  
Address \_\_\_\_\_

### COMPLETE POWER MILKER \$35

Ready to milk when you get it. Send for sensational offer. With 18 to 40 cows a day, easy to clean, no oil, no grease, no dirt. Costs nothing to light. Easy to use. Write to: OTTAWA MILK CO., 4211 White Rd., Ottawa, Ont., Canada.

### FARMEQUIP HAMMER FEED MILL

The Grinder with the Hinged Hammers. Big capacity with Fordson. Grinds entire crop. Grinds soft corn, all feeds, corn stalks, snap corn, hay, all kinds grain, oats into flour. Low price direct to user. Write for Catalogue.

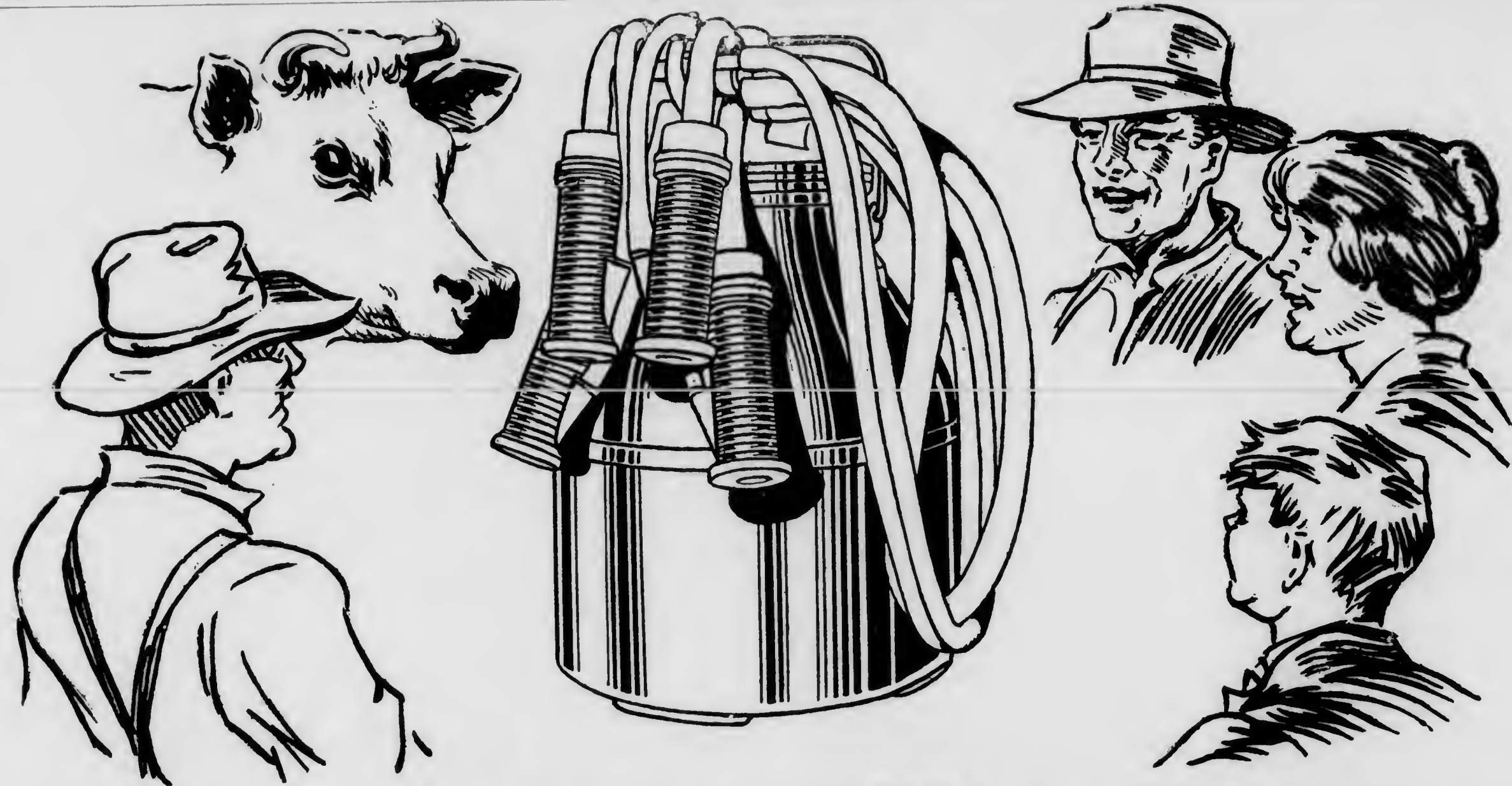
Farmers Equipment Co.  
506 South Wabash Ave., Chicago, Ill.

### Control Contagious Abortion

Don't let this costly malady run through your herd and ruin your profits. ABORNO, the Pioneer Guaranteed Remedy has proved wonderfully effective in preventing and overcoming abortion. Easily administered—safe. Write for free booklet on the treatment of Contagious Abortion.

ABORNO LABORATORY, 88 Jeff St., Lancaster, Wis.





## The Whole Family / Likes it!

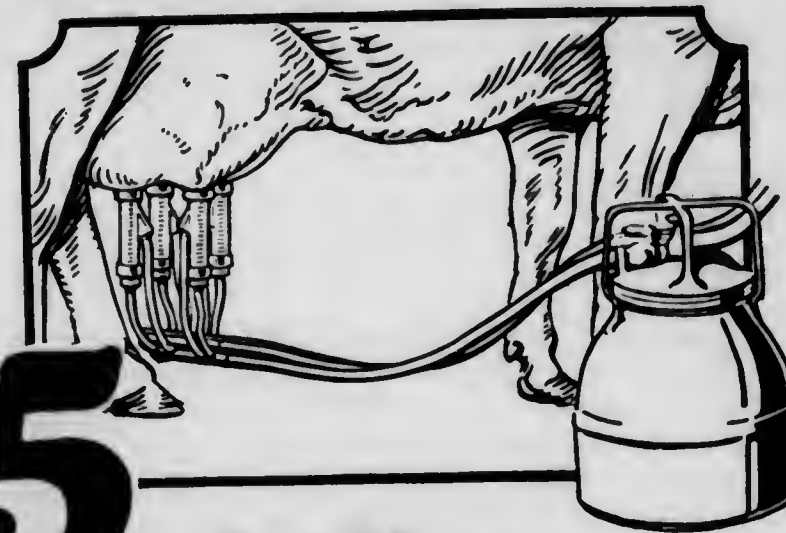
**F**ATHER likes the De Laval Milker because it saves so much time, produces more and cleaner milk, and makes milking cows so much more profitable.

Mother likes it because there isn't so much help to care for, and because milking doesn't require the help of the whole family.

Brother likes it because it is so much fun to milk with it, and because it enables him to take the place of a man in milking.

The hired man likes it, too, because milking is so much easier, and he and the boss "trade off" milking every other Sunday, so that one has a full day off.

And best of all the cows like it because of its regular, stimulating and soothing action—and prove it by giving more milk.



**\$175**  
and up  
for  
**De Laval  
Milker  
Outfits**

See Your  
De Laval  
Agent

## De Laval Milker

### The Better Way of Milking

#### De Laval Cream Separator



The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

THE DE LAVAL SEPARATOR COMPANY, Dept. 9839  
New York, 165 Broadway  
San Francisco, 61 Beale Street  
Chicago, 600 Jackson Boulevard

Send catalog checked — Milker ☐ Separator ☐

Name \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_ No. Cows \_\_\_\_\_ R. D. \_\_\_\_\_

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., JANUARY, 1927

NUMBER 9

## INCREASED CONSUMPTION OF DAIRY PRODUCTS IN FOREIGN COUNTRIES WILL BENEFIT U. S.

As a result of educational work now being done in foreign countries emphasizing the importance of milk and its products in the human diet, demand for these products to be exported from this country are almost certain to develop in the future, according to the National Dairy Council.

China and Japan are rapidly taking on this educational work and it will be necessary for these countries to import substantially all of their dairy products. In the central European countries and the British Isles where this educational work is being carried on extensively it is almost impossible for them to produce the products to meet this increased demand, since these countries are densely settled with neither land nor facilities for producing any greatly increased volume of dairy products.

There are only five countries from which dairy exportations can be expected in large quantities; United States, Australia, New Zealand, Argentina and Siberia. Conditions in Siberia are such that dairy development will necessarily be slow. In Argentina, owing to the prevalence of ticks in that country

and other obstacles difficult to overcome, dairy development there will be slow. This leaves Canada, Australia and New Zealand as the three countries that will compete with the United States, but we have the advantage of being, at the present time, the leading dairy country of the world and most highly developed and equipped for production and manufacture. The soil and climatic conditions are all favorable to production in this country and it is logical to assume that this country will have the opportunity to supply this world demand for dairy products when it finally develops in both European and oriental countries.

#### Increasing Use of Dairy Products in Nineteen Countries

Illustrative of what is now taking place in these countries, Dairy Council work is now a part of the international plan of the dairy industry to extend its educational program throughout the world. Material furnished by the Na-

tional Dairy Council has in the past three years been supplied to nineteen countries: Argentina, Denmark, Japan, China, India, France, Russia, Germany, Holland, Belgium, Australia, New Zealand, South Africa, Sweden, England,

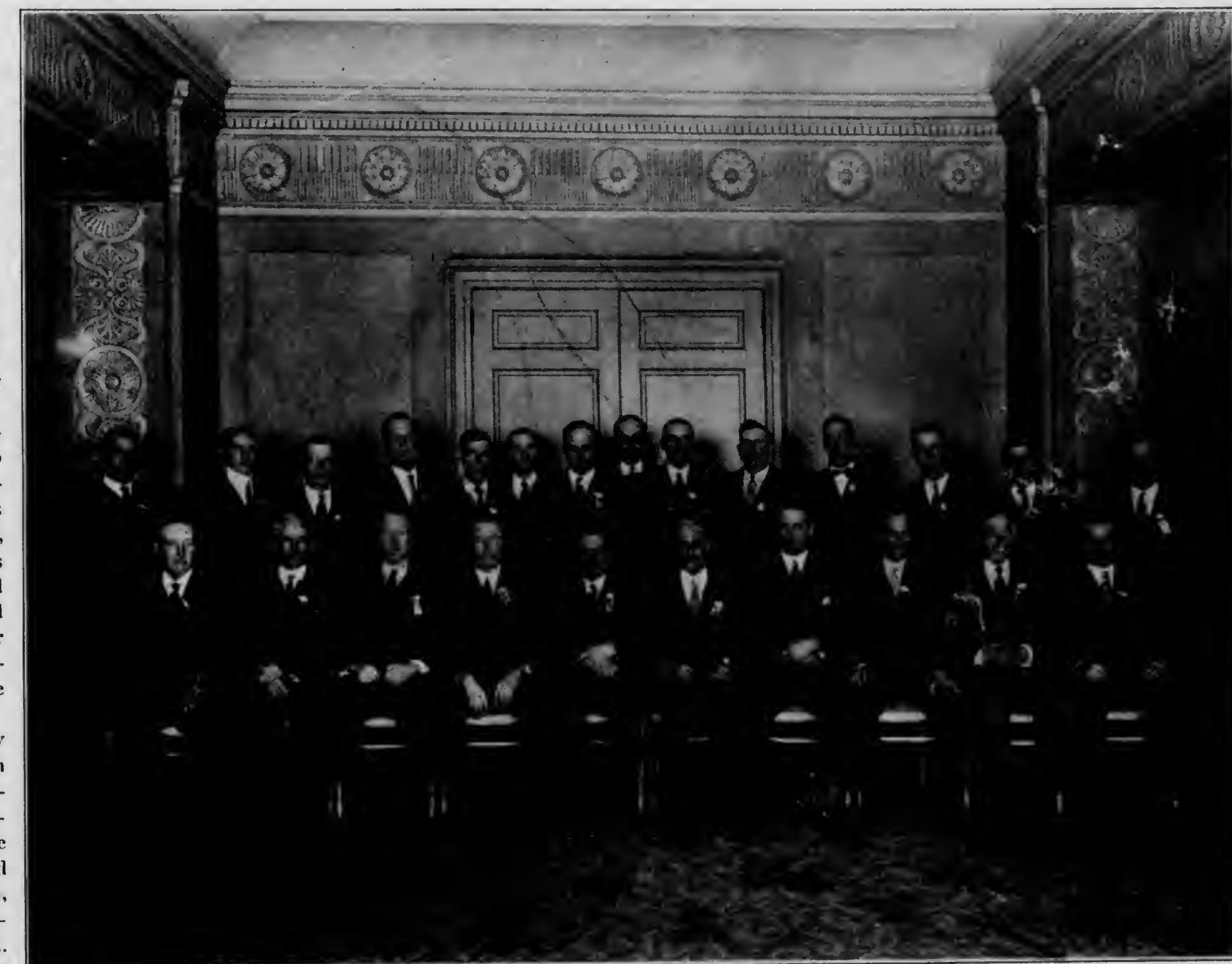
## EARLY HISTORY OF CO-OPERATIVE MILK MARKETING IN THE PHILADELPHIA MILK SHED

R. W. BALDERSTON

In the 80's of the last century a very active organization was started among the farmers shipping milk to Philadelphia.

Protective Association of Pennsylvania and New Jersey" would naturally be thought to have been the central body. But an old letter-head that was kindly loaned by Wilmer Twining, Pineville, Pennsylvania, would seem to indicate that it might have been the name of a subsidiary organization as the officers are all listed as from Bucks County and the date line says "Third and Berks Streets, Philadelphia." (Perhaps someone reading this will volunteer to supply correct titles.) One of these organizations shipping to Third and Berks was called "The North Penn Dairymen's Protective Association."

From records in the Court House at West Chester, Pennsylvania, it appears that two more of these affiliated groups were (A) "The Pennsylvania Milk Producers' Association" granted a charter August 13th, 1885, and (B) the "Milk Association of the Pennsylvania Schuylkill Valley Railroad and its Tributaries", incorporated in 1889. Wilmer B. Cox, Malvern, and Wilmer Cheyney, West



DIRECTORS—INTER-STATE MILK PRODUCERS' ASSOCIATION—1926-1927

Left to right, bottom row—H. I. Lauver; E. Nelson James; R. W. Balderston, Secretary; Frederick Shangle, Vice President; H. D. Allebach, President; F. P. Willis; Robt. F. Brinton, Treasurer; E. H. Donovan; A. B. Waddington; John H. Bennett. Left to right, top row—Ivo V. Otto; Chas. F. Preston; Ira J. Book; Shannon U. Troutman; Harry B. Stewart; O. Craig Tallman; F. M. Twining; S. K. Andrew; Albert S. Sarig; S. Blaine Lehman; J. A. Poorbaugh; A. R. Marvel; R. I. Tussey; J. W. Keith. (E. R. Pennington, not present.)

Scotland, Ireland, Canada and the Philippines.

Already in less than three years of this international Dairy Council cooperation, material has been translated into eight foreign languages. Upwards of 500,000 copies of Dairy Council literature have been supplied to countries where no translation was necessary, including 50,000 copies of literature sent to Honolulu recently.

The first Dairy Council to be organized outside of the United States was in Canada. This was followed by one in England, three years ago. It is called the Milk Publicity Council of England. The Council in England was developed as a result of a series of conferences at the time Mr. M. D. Munn, President of the National Dairy Council was in England, and has the cooperation and support of the dairy industry, the government departments of agriculture and health. Soon after organization, its Secretary

(Continued on page 9)

There were, apparently, five branches, or separate affiliated associations, in the central organization formed about that period. Membership in these branches was from those farmers shipping to one of the five milk receiving stations of the railroads delivering to Philadelphia.

Each branch organization was made up of local units located at convenient points along each railroad. An item in the Newtown Enterprise on November 7, 1891, notes the recent organization of a local milk shippers' association at Pineville, Bucks County. Records show it went out of business in 1895. An old order book of the Kennett Square local shows plenty of activity from 1886 to 1892 with an average membership of 27 to 30. Local expenses were met by monthly assessments of \$1.25 per month, with extra assessments when necessary.

It is difficult to find out now the exact name of the central group or of all of its five affiliated associations. One organization called "The Dairymen's

Chester, charter members of the former association are still living in their old neighborhoods.

The central organization functioned through a committee made up of representatives of the five affiliated associations. Operating with more or less activity over a period from 1885 to 1905 it made a determined effort to solve the question of market stability and assurance through the manufacture into milk products of the surplus on the Philadelphia market. This problem, so familiar to us all now, was a serious matter at that time. Milk producers shipped their entire output. Milk dealers could handle conveniently and efficiently only what the consumers demanded. A by-product plant was established at first at 6th and Arch Streets and later at 11th and Woods Streets, Philadelphia, operated under the name of the "Farmers' Creamery Company."

Butter, cream and ice cream were

(Continued on page 12)



### TRUE VALUE OF DAIRY SIRE SHOWN BY PRODUCTION OF HIS DAUGHTERS

Perhaps the best way to determine the true value of the dairy bull is through the production of his daughters.

For the first time in the history of this country figures are now becoming available through the cow-testing associations, by which the true value of thousands of dairy bulls of each dairy breed may be determined through the production records of their unselected daughters.

Department Circular 368, issued by the Bureau of Dairying, United States Department of Agriculture, shows how the true value of a dairy bull may be measured by comparing the yearly production records of his daughters with the records of their dams.

In a study that compared the yearly production records of 2,182 daughters with the records of their dams, it was found that the daughters excelled the dams by 377 pounds of milk and 19 pounds of butterfat. These gains are not considered phenomenal, but with the high average production of the dams (8,635 pounds of milk and 342 pounds of butterfat) they are very satisfactory.

The gains would have been excellent had it not been for a few inferior sires whose daughters kept the average production of all the daughters down. This is the kind of sire that should be eliminated from the dairy herds of the country.

In general, the study showed that most purchased sires will increase the production of the daughters above that of low-producing dams. However, as the production of the dams increases, better and still better sires must be used or the daughters will not excel the production records of the dams. A small increase of the daughters over high-producing dams may be a greater credit to the sire than a much larger increase over low-producing dams.

A study of 58 purchased bulls in cow-testing associations, each having five or more tested daughters, showed that in some cases all the daughters excelled the dams; in other cases some of the daughters excelled and others did not; and in still other cases every daughter produced less than her dam. This shows the necessity of using great care in the selection of a dairy sire.

The fact that the daughters of any sire excel their dams in production of butterfat is a very important factor, but it is not the only factor to be considered. It makes a big difference whether the production of the dam is high or low. Some sires increased the records of the daughters over fairly high-producing dams more than 40 per cent.; other sires lowered the production of the daughters almost as much below that of similar dams. That does not mean, however, that all sires whose daughters failed to produce as much as their dams should be sent to the butcher; but it does mean that, if kept at all, they should be used to improve lower-producing dairy herds.

A copy of the circular may be obtained as long as the supply lasts by writing to the United States Department of Agriculture, Washington, D. C.

### HOGS FIRST

The doctor was examining school children. One youngster was under weight.

"You don't drink milk?"

"Nope."

"Live on a farm and don't drink milk at all?"

"Nope, we ain't got 'hardly enough milk for 'the hogs.'—Exchange.

### PRICES OF WHEAT FEEDS ADVANCING BUT ARE LOWER THAN YEAR AGO

Prices of bran and middlings have recently advanced about \$2 per ton, but early in December are still slightly lower than a year ago, reports the United States Department of Agriculture.

Wintry weather over a wide area the second half of November caused increased feeding and this demand was promptly reflected in the terminal markets since many feeders and dealers had been following a hand-to-mouth buying policy. Supplies of these feeds in storage are moderate while production has been restricted recently by a limited demand for flour.

Production of wheat feeds for October is estimated at about 472,000 tons, the smallest October output since monthly records were begun in 1923. Production for the four months, July to October,



Officers and department heads of the Inter-State Milk Producers' Association and Dairy Council in general conference at the Association headquarters. Left to right—August A. Miller, Editor, The Milk Producers' Review and Publicity Director, The Dairy Council; F. M. Twining, Director, I. M. P. A., in charge of Testing and Weighing Department; Frederick Shandle, Vice President; H. D. Albrecht, President, I. M. P. A.; R. W. Balderston, Secretary, I. M. P. A. and Philadelphia I. S. Dairy Council; C. I. Collee, Director, Quality Control Department, Philadelphia I. S. Dairy Council.

totals about 1,853,000 tons compared with 1,808,000 tons for the same period last year and 1,969,000 tons two years ago. Imports of these feeds from Canada for the four months amounted to about 79,000 tons compared with 92,000 tons for the same time in 1925.

Market developments in the near future will be largely influenced by the export sales of flour from this country and Canada as well as by feeding requirements which in turn depend to a great extent upon weather conditions, the department says. Practically all the bran and middlings exported from Canada go to the United States. About the same amount of feed as in recent years is likely to become available from milling for domestic consumption since the recent dullness in flour and the light stocks at the beginning of the season have largely offset the unusually heavy flour production earlier this crop year.

Export demand for flour has been only of fair volume and while shipments from the United States for the four months are larger than for this time last year they are much smaller than for the corresponding period two and three years ago.

All your strength is in your union,  
All your danger is in discord.

The man that every one likes, generally  
likes every one.

—From Longfellow's "Hiawatha".

### MIX ACID PHOSPHATE WITH FARM MANURE Apply Enough at One Time for the Whole Rotation

Many dairy farmers have found that acid phosphate used with manure in a rotation containing clover or alfalfa, produces good yield of grain and hay without adding other fertilizer. In an effort to find the best way to apply it, they have found it good practice to mix the acid phosphate with the manure in the barn, mix it in the heap as it is piled for storage, or to put it on the spreader as the manure is hauled out to the field, according to Professor A. F. Gustafson at the New York State College of Agriculture.

Any of these practices reduce the labor of applying the phosphate, but it does, however, require some labor to add it to the manure daily or as it is drawn to the field. Then too,

### "VISCOLIZED MILK" IS A FRAUD, PENN STATE OFFICIALS DECLARE

A method recently devised and adopted by certain milk distributors for making the fat content of milk appear to be twice as large as it actually is, by means of "viscolizing" is a fraud and will be dealt with accordingly, state officials declare.

A statement, just issued by Dr. James W. Kellogg, director and chief chemist, Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture, outlines the position of the State officials, as follows:

"This sale of so-called viscolized milk, as recently adopted by certain distributors is declared by the officials of the Pennsylvania Department of Agriculture to be unlawful and a fraud on the consumers of milk.

#### Consumer is Deceived

"The process of viscolizing is essentially the same as that of homogenizing, which is employed to increase the volume of fatty substances, such as milk fats, by the use of high pressure, which has the effect of increasing the volume or space occupied by the fats subjected to this treatment. When applied to the fats in milk it extends the cream line to about five inches so that the so-called viscolized milk has the appearance of containing about twice as much cream or butterfat as it usually does. The amount of fat in the cream is not increased at all and only deceives the consumer into the belief that the milk so treated is much richer in cream than ordinarily sold.

"The milk itself is not viscolized but only the cream or fat portion of it, which has been previously separated and subjected to this treatment and which is again mixed with the skimmed milk. The product is in fact viscolized cream and skimmed milk mixed together after having been processed. This practice is reprehensible and in violation of the code of ethics of the trade and a fraud upon the consuming public."

"The Milk Law distinctly prohibits the sale of 'milk which has had the butter fat or any portion thereof removed therefrom.' The General Food Law defines adulteration as an unlawful sale of any food product if it be so mixed 'whereby damage or inferiority is concealed, or so as to deceive or mislead the purchaser; or if by any means, it is made to appear better or of greater value than it is.'

#### Milk Defined

"According to the accepted definition, 'milk is the whole, fresh, clean, lacte secretion obtained by the complete milking of one or more healthy cows.' Therefore, milk which has been subjected to a process of separating and viscolizing the cream and remixed with the skimmed milk cannot be claimed as coming within this accepted definition and the so-called practice of viscolizing and selling milk with a falsely extended cream line is considered as being in violation of the requirements of the law and prompt action will be taken by the Department against the unlawful sales of viscolized milk.

"The position taken by the Pennsylvania Department of Agriculture, in reference to the sale of so-called viscolized milk, is approved by Dr. Charles H. Miner, Secretary of Health, Pennsylvania Department of Health."

They who are content to remain in the valley will get no news from the mountains.—Macy.

When buying dairy rations, get the most digestible nutrients for \$1.00 in feeds that make a palatable laxative mixture which is sufficiently high in protein.

Complex mineral mixtures for dairy cattle are expensive and they may be harmful too.

## QUALITY CONTROL DEPARTMENT

### Philadelphia Inter-State Dairy Council—Its Organization and Development

One of the clauses incorporated in the program of the Philadelphia Inter-State Dairy Council at its inception was that which pertained to an improvement in the quality of milk through educational work with producers and dealers in order that this product should increasingly recommend itself to the consumer. For this purpose a department known as the Quality Control Department was formed.

If the interest and cooperation of the producer is aroused in his milk marketing problems, so that he himself recognizes the importance of quality in his product, much greater results can be obtained than by any other means. The local dairy interests have a program for milk improvement which includes regulations adopted by the producers and dealers themselves fully as exacting as those made by many city boards of health.

#### Producer-Dealer Cooperation

The greatest difference between the type of work being done in the Quality Control Department of the Dairy Council and that done by city and state authorities is that the Dairy Council representatives act as teachers, while the latter function as policemen. The Dairy Council is teaching methods which should be pursued instead of laying down laws with which the farmer must comply. Notwithstanding that, the Council acts in the relationship of teacher through the Sanitary Regulations, it holds the power to enforce the regulations and to invoke that power whenever necessary. This power comes through the cooperation of the dealers. The majority of dealers will not purchase milk from producers who do not hold a permit issued by the Dairy Council so that approximately 85% of all the milk sold in Philadelphia comes under the supervision of the Dairy Council.

This work has been materially aided in the Philadelphia district by local Boards of Health, State Departments of Agriculture, the local units of the Inter-State Milk Producers' Association, and by the active support of the county agents throughout the territory.

During the first six months, ending December, 1921, 35 meetings had been held in seven counties. The emphasis in the work was, "Good methods and care are the only magic really necessary to produce clean milk." The value of visual education was not overlooked, and a portable motion picture projector was purchased and several Dairy Council films were produced for country use. By April, 1922, the Quality Control Department had two field representatives.

#### Elimination of Bad Flavors in Milk

At this time the attention of the Department was directed to the garlic flavor in milk which for a long time had caused such wide-spread trouble to the industry. The Department concentrated its efforts in the worst affected areas, inspecting milk and visiting individual farmers to assist them in freeing their milk of the seasonable garlic and grass flavors.

#### New Market for Producers

An illustration of the type of service which this Department rendered from the very beginning might be found in the series of meetings and demonstra-

tions held in Dorchester County, Maryland, June, 1923.

Dorchester County was at that time the most recent addition to the Philadelphia territory with two receiving stations. Previous to their affiliation with the Inter-State Milk Producers' Association, very unsatisfactory marketing conditions were available to the farmers in that county. With the coming of the Philadelphia receiving stations, that county experienced a great enlargement in the dairy industry.

operation of the Quality Control Department of the Dairy Council in checking up the milk at the source.

At that time the city had only fourteen inspectors on the street, who not only had to inspect milk but also meats and other foods as well. In speaking of the work of the Quality Control Department, Dr. Krusen said:

"To check up on the milk at the source of supply, the Quality Control Department of the Inter-State Dairy Council has increased its staff from four to ten

Copies of the regulations were thoroughly distributed through the various receiving stations and by mail, so that practically all of the dairymen in the Philadelphia Milk Shed received copies together with a blank application for permit. As rapidly as the applications were received at the offices of the Dairy Council, temporary permits were issued to the producers. Fieldmen assisted the farmers in planning the necessary improvements to meet the new regulations. In order to take care of this immediate increase in Quality Control work, the Staff was increased to thirteen men.

This entire field force of the Dairy Council was at the disposal of farmers and distributors for advice and help in improving their premises to meet the regulations. A plan frequently used was to hold a community meeting on the premises of some farmer where considerable changes were necessary and where the Dairy Council representative could point out the needs of that particular producer.

The new regulations became effective May 31st, 1924. A reasonable time was allowed producers of milk to conform with the various requirements under the regulations. This time was indicated and given to the producer in writing by the representative at the time of his visit to the farm.

#### Enforcing Sanitary Regulations

In some few instances farmers did not procure temporary permits and in accordance with the plans advanced for the enforcing of the regulations were stopped from shipping to the cooperating dealers. However, not more than 100 farmers had their milk rejected at the time of the first enforcement of the regulations, because of lack of permits. In most cases those who had not procured their permits were very small shippers who felt that they would rather market their milk through other channels than to comply with the regulation. In some few sections of the territory a feeling existed that the Sanitary Regulations would not be enforced; that even though the first inspection had been made that subsequent inspections would not follow.

Upon realizing that such was not the case, and that they were placed in a position where their milk market was endangered, such shippers complied with the standards.

#### Re-inspection for Permanent Permits

Re-inspection work was necessary in nearly every case, since at the preliminary inspections, producers and distributors were given adequate time to "clean up" before final inspections were made and permanent permits granted. Approximately 30 per cent of the farms visited were ready for their permanent permits by September first, 1924.

#### Amount of Rejected Milk Decreases

A result of the Sanitary Regulations was to materially reduce the proportion of the milk rejected at receiving station doors. It became evident that milk carefully prepared meant a larger percentage of marketable milk and therefore meant a return of more money to the producer throughout the year with a corresponding larger milk check.

Something of what was accomplished by the cooperative method was summarized in the report made from the

(Continued on page 11)



QUALITY CONTROL DEPARTMENT PHILADELPHIA INTER-STATE DAIRY COUNCIL. Bottom row, left to right—B. G. Marsh, Dr. E. G. Lechner, C. I. Cohee, Director; T. C. Campbell, C. A. Wilson. Top row—D. A. McCarthy, F. R. Ealy, J. J. Camp, R. M. Dwyer, M. E. Gelatt, J. S. Bryan, W. S. Holmes, C. A. Bishop.

These farmers were particularly anxious that they start supplying milk for the fluid market in such a manner as would assure the buyers of a satisfactory quality of supply. Demonstrations were given throughout the county in milking, straining and cooling the milk, and in washing and caring for the utensils. These demonstrations were arranged to cover all sections of the county, and were attended by a total of 275 farmers who expected to produce milk for the new receiving stations. Meetings were held with talks on production of clean milk and moving pictures dealing with the subject. This program has been repeated in many other new sections.

In order to improve the quality of the milk supply considerable effort was made in establishing scheduled unloading periods in some of the larger milk plants, as well as more systematic control of temperature of milk offered for shipment. In some instances special attention was given to certain milk plants having problems particular to their own business. Methylene Blue reduction tests for bacteria were used in a number of cases where it was felt that this method would improve the milk supply.

#### Cooperation of Philadelphia Department of Public Health

In January of 1924, a statement made by Dr. Wilmer Krusen, Director of Public Health of Philadelphia, announced an endorsement of the campaign to raise the standard of Philadelphia's milk supply. He was offered the support and co-

operation of the Quality Control Department of the Dairy Council in checking up the milk at the source.

#### New Sanitary Regulations

In the spring of 1924, through the producer-dealer cooperation it was possible to inaugurate regulations covering the production and handling of milk, adopted by the Inter-State Milk Producers' Association at its annual meeting in December, 1923. These regulations in detail provided standards for buildings, premises, light and ventilation, stable floors, ceilings, water supply, the milk house, cans, and other utensils and for proper methods of milking and care of milk. The Inter-State Milk Producers' Association, the cooperating dealers and health authorities authorized the Quality Control Department to carry out these new regulations.

While not taking precedence on any regulation promulgated by state or local Boards of Health in the Philadelphia Milk Shed, it became necessary for a producer in the Philadelphia territory to obtain a Dairy Council permit before a cooperating buyer would purchase his product.

#### Permits

Temporary permits permitted producers to ship milk until such time as an inspection could be made of his premises, after which a permanent permit became necessary.







# NUTRITION DEPARTMENT

## Philadelphia Inter-State Dairy Council—Its Development and Activities

The Inter-State Milk Producers' Association cooperated in an educational campaign emphasizing the food value of milk, starting in February, 1918, in connection with the Pennsylvania Food Administration.

The opportunity to present the message of the food value of milk and its products was embraced with the organization of the Philadelphia Inter-State Dairy Council in December, 1920.

### Nutrition Classes in Philadelphia Schools

In 1921, a proposition was placed before the Director of Medical Inspection of the Philadelphia Public Schools to establish regular nutrition classes in the public schools with regular weekly weighing and health teaching for undernourished children. The Dairy Council agreed to furnish a pint of milk a day for each of these children.

The children were examined weekly by a doctor and given health instruction. They were weighed individually by the nurse or nutrition specialist who also kept the records, served the milk and supervised a daily fifteen minute rest period. Visits were made to the homes of the children and the mothers were encouraged to attend the classes. The parents were encouraged to cooperate with the school by furnishing nourishing food and requiring proper health habits.

This experiment of correcting malnutrition in the public school children was watched with interest not only by those directly concerned, but by the entire school system.

Miss Louise Johnson, head nurse of the Philadelphia Public School system, shortly after made this statement:

"The new plan of milk diets given to underweight children in the public schools is working wonderful results.

### Activities

In March, 1921, a Nutrition Class had been formed in the Sheppard School. After several months the principal, Miss Bessie Collins declared that one of her best weapons of discipline was the milk bottle.

The reaction of the parents was noticeable. One day a Polish mother came to the principal with the request, "Won't you make my big boy drink milk; he won't drink. My little boy drink here at school and he all right now. Please teach my big boy to like?" In looking into conditions it was found the younger boy had been in the nutrition class with emphasis on the drinking of milk and the "Rules of Health Game". He had become robust and strong, and the Polish mother advocated the same measures for her older son.

At the Elkins School, 7 or 8 children out of 67 drank milk at the beginning of the food demonstration, when school closed all were drinking a quart a day. When the class at the Jefferson Hospital opened, only 6 per cent could be prevailed on to drink milk; later 100 per cent drank milk.

### First Graduation Nutrition Classes

June, 1923, marked a special milestone as the first formal graduation of the nutrition classes of the public schools of Philadelphia. About 1200 of the 1600 children enrolled in the nutrition classes met together at the William Penn High School.

One hundred and twenty nutrition classes were represented at the graduation on June 12, 1926. This year the champion was a small colored girl, nine years old who had made the record of 24 per cent increase in weight in seven months.

Four hundred and two children were entirely up to weight by the closing of the school year, and were graduated from the Nutrition Classes.

### Nutrition Work in Trenton, N. J.

Trenton was the first city in which the Nutrition Department shared in the general health activities. Nutrition work was soon started in Chester, Reading, Altoona, Johnstown, Lancaster and Harrisburg, Pennsylvania, with special development in parts of Dauphin and Delaware Counties, also in Atlantic City, Trenton and Haddonfield in New Jersey, and in Wilmington and Dover, Delaware.



### Parent-Teacher Association Project

An outstanding volunteer project was conducted by the people of Bridgeton, New Jersey. After one health talk by a Dairy Council representative, the Parent-Teacher Association assumed responsibility for the health program in the community. In three months they had reduced the serious malnutrition nearly forty per cent, had fifty per cent of the eye defects corrected, inaugurated milk service in the schools, and ended their program with a city-wide "clean-up" health week.

### Dauphin County Survey

A survey of the consumption of milk in Dauphin County, Pa., in 1922, in connection with Extension Work of Pennsylvania State College was cooperated in by the Dairy Council. Every place where milk was sold even in small quantities was visited. It was found that the consumption per capita was about three-tenths of a quart. It was no greater in the rural section than in the city of Harrisburg. In fact, it was discovered in the school survey that only about one-fourth of all country children drank as much as a glass of milk per day, and one-third of them did not drink milk at all. As a result of this survey a complete nutrition program was instituted.

### Industrial and Settlement Groups

A series of talks were given for the

southwest branch of the Philadelphia Y. W. C. A., to Girl's Industrial Clubs in the different sections of the city.

Foreign groups have been particularly anxious for assistance, showing a desire to learn to cook in the American way. Demonstrations before mothers at settlement houses, neighborhood centers, and in schools were followed by illustrated talks with lantern slides, so that each group had a complete course in the uses that may be made of dairy products. Special demonstrations were given to mothers whose children were enrolled in the nutrition classes.

### Pre-School Work

A Nutrition Class of pre-school children was conducted during May, June and July, 1922, at the Sunnyside Nursery. In addition to health talks and games generally given in connection with the nutrition classes, milk was furnished for the children by the Dairy Council. There

### Milk Service for Schools

Milk service in the public schools of Philadelphia increased rapidly during the first two months of the '22 school year. The daily half-pint of milk became so popular, and so many problems surrounded its distribution that Dr. Broome, Superintendent of the Philadelphia Public Schools gave the Dairy Council the task of acting as a clearing house for information about milk service. It was found that more than half the public schools of the city were then having the daily milk service, and that others were adopting the plan in such great numbers that it was difficult to obtain a definite report. In one week during October, 1922, more than 14,500 half pints were distributed. This rapid growth of the milk service in the schools was directly traceable to health education work.

### Colored Groups

It was found very desirable to reach the many colored people of Philadelphia with nutritional information. Mrs. Madeline Tillman, a graduate of Drexel Institute was given charge of this work. Her activities have been very successful. She has a full knowledge of the habits and problems of the colored race and knows how to adapt her work to meet their needs. She speaks before colored churches, schools and clubs and has contacts with all the various negro groups.

Negroes are large milk consumers, and Dairy Council work among them has shown very gratifying results.

### Food Demonstrations

During the spring of 1923 a new avenue of nutrition work was opened in the beginning of practical demonstrations of the correct preparation of milk dishes and the proper place of milk in the diet.

The purpose of all these demonstrations was to teach the mothers to prepare at a moderate cost the nourishing food combinations, including milk, which are necessary to build up the bodies of children who are seriously underweight.

### Milk in Philadelphia Day Nurseries

The Philadelphia Association of Day Nurseries used 103,657 quarts of milk during the year ending, May, 1926. Less than five years ago little milk was used, and the bread eaten dry with no butter. Now each child receives one pint of milk and four ounces of butter daily.

### Summary

Tremendous strides have been made both in the scope of nutrition work, and in the methods of presenting it. Not only has the Nutrition Department kept pace with the growing interest of the public in health education, but no opportunity has been lost to keep in the forefront in adopting the most advanced methods of presenting nutritional information. The effort made by the Dairy Council Nutrition Staff to adapt its health program to the actual and individual needs of schools, has resulted in entire confidence from school authorities and the general public in the ideals and methods employed by the Dairy Council.

### Nutrition Department Statistics

Attendance	Children	Adults
1922-1923.....	175,443	30,011
1923-1924.....	181,580	28,761
1924-1925.....	280,562	37,774
1925-1926.....	361,230	42,555

was an average gain of 3.6 pounds per child for three months.

### Vacation Bible Schools

During the summer of 1922 a nutrition program was conducted among the Daily Vacation Bible Schools of the churches of Philadelphia. The importance of health was thus presented through nutrition talks, plays and health stories, to a large group of the children of the city. This work has continued each summer.

### Country Picnics and Fairs

In September, 1922, a new feature emphasizing the use of milk in the form of flavored milk shakes was used with success. The first demonstration was at the Farmer's picnic at Schwenksville, Pa., at the Chester County fair, and in Huntingdon County at the Farmer's Picnic. Health material was shown at the Reading, Lancaster, Wilmington and Trenton Fairs.

### Supper Clubs

A number of Supper Clubs for industrial girls were formed with groups of from twelve to twenty girls. The clubs met for dinner, once a week. The marketing and preparation of foods was done by the girls under the supervision of a member of the Nutrition Department. During the course of the meal the Dairy Council representative gave informal talks on the food values of the dishes being served. Attractive ways of utilizing milk were demonstrated.

## COOPERATIVES SERVE NON-MEMBERS AS WELL AS MEMBERS

About 85 per cent of the farmers' associations reporting to the United States Department of Agriculture for 1925 were serving "patrons" in addition to their own members. The percentage varied for the different sections of the country, for the different states, and for the commodity groups. In the West North Central States 92 per cent of the associations were serving others than their own members; in the East North Central group, including Wisconsin, Illinois, Michigan, Indiana, and Ohio, 87 per cent handled business for non-members as well as members; in the New England States, 69 per cent; in the three Pacific Coast States 66 per cent; and in the South Atlantic States, from Delaware to Florida, 54 per cent.

For some of the leading cooperative states, the percentages of associations serving nonmembers in 1925 were as follows: North Dakota, 97; Kansas, 96; Nebraska, 96; Ohio, 95; Minnesota, 94; Missouri, 93; Wisconsin, 89; Michigan, 86; New York, 58; and California, 41.

Many of the associations operating grain elevators, creameries, cheese factories, and livestock associations, have been organized with the intention of serving anyone in the community who wishes to patronize the organization. In many cases no distinction is made between "patrons" and legal members; all are on an equal footing as to financial benefits. In other societies the legal members receive what amounts to interest on their investments, in addition to the benefits which all receive.

The large-scale cotton, tobacco, and wheat grower's associations formed during the last six years, as well as some of the larger fruit and vegetable associations, aim to serve only those who have signed "marketing agreements", or contracts, for the delivery of their crops to the association. In return for an assured volume of business the associations concentrate upon supplying marketing service to members only.

Of 5,300 associations reporting for 1925, 4,600 serving both members and non-members reported a total of 638,202 members, while 696 serving only members reported a total membership of 792,550.

## BUCKS COUNTY

### FARM PRODUCTS SHOW

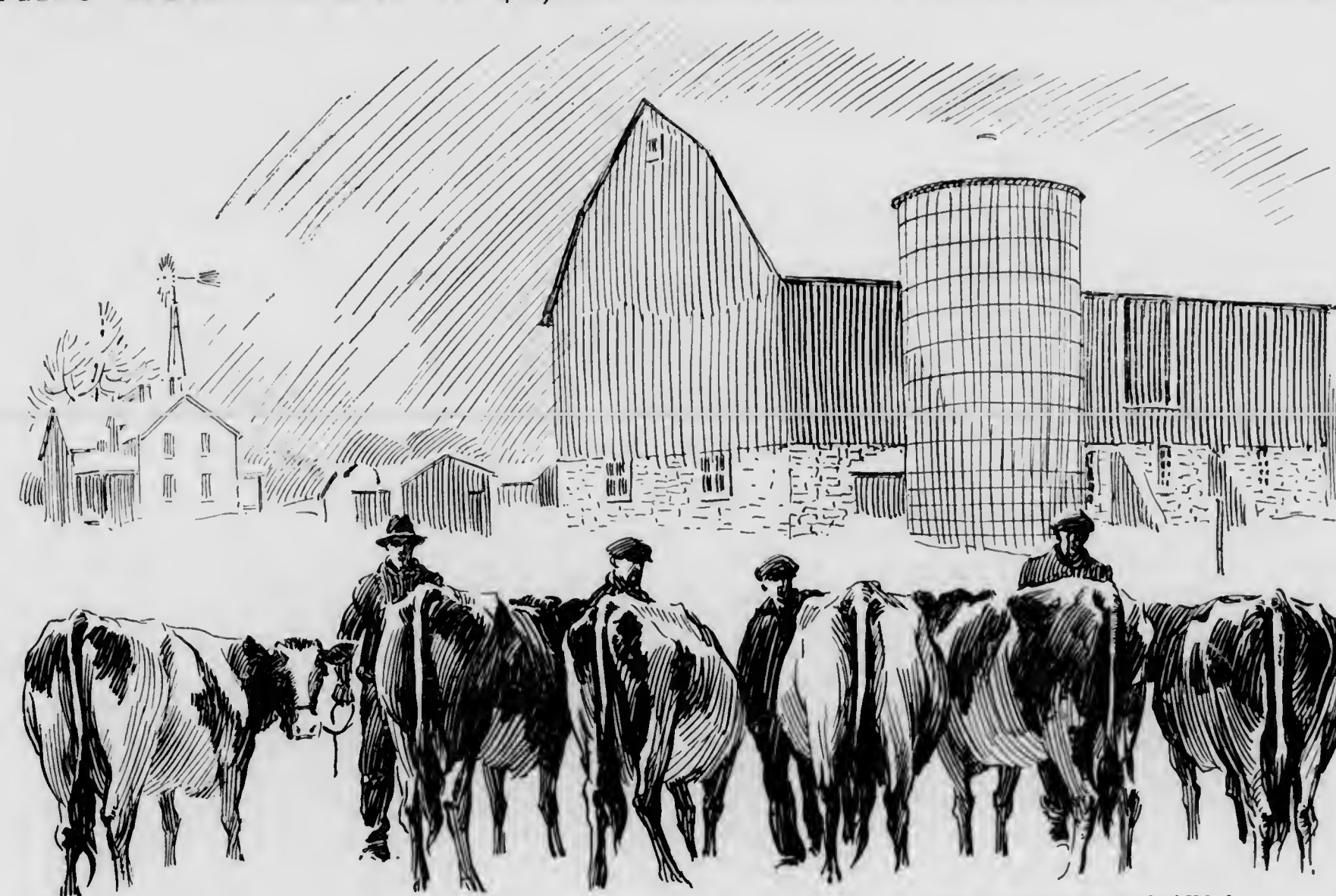
The seventh annual Bucks County Farm Products Show, was held in the Armory Building, Doylestown, Pa., December 8th to 11th. The show on the whole was a most elaborate one. There were large exhibits of corn, potatoes, small grains, vegetables, eggs, apples, nuts, Home Economics Products, canned fruit, and etc. Quite a good display was made by the Junior Department for girls in canning, sewing and girls' club work.

### Milk Show

Quite a number of the milk producers in the county participated in a contest, with prizes, for the best grades of milk.

The highest ranking producers were: M. Hubert Walton, New Hope.....97.3  
Ralph Crowell, Buckingham.....97.15  
J. J. Smith, Pineville.....96.55  
John Lout & Son, Mechanicsville.....96.35  
Philip W. Smith, Pineville.....96.05  
Hurleyhurst Farms, New Hope.....95.4  
Charles Carter, Yardley.....95.3  
Joseph Cramer, Furlong.....92.5  
S. N. Barker, Langhorne.....91.7  
Robert E. Atkinson, Wrightstown.91.5

## THIS HERD WON A \$1,000 AWARD FOR GOOD FEEDING



Farm and winning herd of W. J. Schimmelpfenig, Marshfield, Wis.

*"We fed the right feed liberally"*  
And Mr. Schimmelpfenig's profit  
went up 43%

WHEN W. J. Schimmelpfenig got a new manager for his dairy farm at Marshfield, Wis., last March, his herd of 19 Holsteins got a new ration.

Peter Bushman, the new manager, talked enthusiastically about Corn Gluten Feed. He had fed it for 15 years. So, the next day after he came, a load of it arrived at the Schimmelpfenig barn.

The records of the Marshfield Cow Testing Association take up the story here. From April 1 to October 1, 1926, six high cows produced 53,732 pounds of milk. They ate a grain ration of which 39% was Corn Gluten Feed (see ration).

### Compare the two years

Now look at 1925. Five of the same cows were in the herd. A sixth, the high cow of that year, is added to make a fair comparison. These six cows produced 38,638 pounds of milk. They ate home grown grains largely,

with small amounts of concentrates. "Stump" pasture both years.

Thirty-nine per cent more milk in 1926; 43% more profit! For this record, certified by the official tester of the association, Mr. Schimmelpfenig was awarded first prize of \$1,000 in the contest conducted by the Associated Corn Products Manufacturers to encourage better feeding.

### Good feed, good feeding

"We fed the right feed liberally," says Mr. Bushman.

There is much meaning in those words. This herd was not superior in productive capacity to thousands of others. It was fed Corn Gluten Feed liberally—before pasture came and with pasture.

In the great dairy sections of the United States liberal feeding of Corn Gluten Feed is paying high returns. Test Corn Gluten Feed, for results, in your herd. Your dealer can supply you.

THE RATION			
Average ration for 6 months of 1926			
Corn Gluten Feed (39%)	300 lbs.		
Oats	170 lbs.		
Oil meal	100 lbs.		
Corn	100 lbs.		
Barley and oats	100 lbs.		
THE RESULT			
(the six cows)			
	1925	1926	Increase
Apr.—Oct.	Apr.—Oct.	Apr.—Oct.	
Milk	38,638 lbs.	53,732 lbs.	15,094 lbs.
Profit over feed cost	\$524.23	\$751.36	43%

# CORN GLUTEN FEED

ASSOCIATED CORN PRODUCTS MANUFACTURERS  
208 So. LaSalle St., Chicago, Ill.



## SALESMANSHIP FOR PARENTS

Business Psychology Adapted to Home Problems

By "HAPPY" GOLDSMITH

Reprinted from an article in a recent issue of "Children"

There is no doubt about it, the competition which exists between the corner store and the home for the patronage of the youthful public is just about putting the average parent out of business. Perhaps you have noticed that the demand for spinach tends to fall off despite constant appeals. As for oatmeal, your young customers don't drop in for a dish of it more than once a month.

And while good old-fashioned, wholesome foods are wasting on the shelves of the home shop, the crowd of boys and girls at the corner store grows larger and more enthusiastic each day. Soda water can't be squirted fast enough. There is a constant pop and clink and gurgle of busy pop bottles. And the candy which was once sold in tiny bags is now carried away in cartons like so many sacks of flour.

It almost seems as though, what with the chain stores and national advertising against them, the only step left for the parents of the country is to form a merger and get some system into their business.

Getting down to business, let us imagine that you, the parent, are the unsuccessful salesman, while your adolescent child, who is really not a child but a brilliant young man or woman, is the disinterested customer. You have already made several suggestions regarding a valuable dish of spinach you have for sale, but each time your approaches have been turned down. You have even gone so far as to tell your customer that if he or she does not eat his or her spinach, he or she will not grow up to be a healthy boy or girl. (We hope you haven't really said that. If you have, you might just as well stop reading this right now, for not even I can save you.) Or perhaps you have approached your rather stubborn customer with the proposition that if he or she will eat the beautiful spinach, you may be willing to pay as much as five or even ten cents.

How can parents expect to do business with such underselling going on? How can you hope to conduct a successful enterprise by paying your customers to patronize your goods?

And just what would you think of a chap who would offer you a "valuable" piece of real estate (not necessarily in Florida), and also agree to pay you to take it off his hands?

The moment you gave your child the ten cents, the spinach lost value. It became a sticky, unpleasant job, only worth ten cents a helping. And as you handed the dime over, your customer raced out of the door and down the street back to the corner store, the very concern with which you are trying to compete.

Or perhaps you are one of those parents who believe in discipline, who demands that your customer "remain at the table until every bit of that spinach is eaten." As a rule this method will work and the spinach is usually disposed of. But I can't help wondering just what memories will hang around the transaction. In the child's mind hasn't the spinach become a thing which has kept him from doing something that was much more important, and won't he unconsciously avoid it the next time it is offered?

Perhaps you know the answer.

**Examine the Product—Not the Child**  
But let's not be too pessimistic. Let us suppose you have approached your child simply as a good friend and great admirer and still failed. Usually the first impulse, when he refuses to eat, is to have him examined. Have you ever considered examining not the child, but the product?

Perhaps the article you are trying to sell is neither attractive nor appetizing. Is it made irresistible to your public, so to speak? Remember, your competitors are flooding the market with highly colored sweets and bright colored pop

crowd have to say about the sweets for sale in the place. When the product isn't named directly after one of these idols, it is christened with a catch phrase snatched from the great American adolescent vocabulary.

### Publicity That Appeals

How about the spinach you are trying to sell your customer? Is it presented as highly endorsed by popular heroes? If it isn't, you aren't much of a salesman.

Try this out on your adolescent some time: "One reason Red Grange is always in the pink of condition is because he eats green vegetables."

Remember, your child is no more interested in your club, or business, and the things you like to talk about, than you are in his crowd and the chatter regarding it. But, my friend, you are the salesman. It is your business to be interested in all that concerns your customer.

### The Popular Salesman

Again, if you doubt my word, slip around to the corner store. I refer to the one where the boys and girls can be found in the greatest number. The clerk, although he never studied the subject, is probably a genius at child psychology. If anything, he is no doubt inclined to be a bit childlike himself. He knows the latest slang, the latest jokes. He knows the kind of people children like and so accordingly takes them as his friends, too. He knows baseball, basketball, football, hockey. And he listens to the children from morning to night.

That's why the boys and girls trade there. This big, good-natured fellow, with the wrinkled face, is one of the gang. And so you, too, must adapt yourself to the life of your child, if you are ever to win his or her interest and confidence. You must know the adolescent language backward. And, worst of all, you must even laugh at your customer's stories. All good salesmen do. If I am trying to sell a painting to an aristocratic old gentleman, I naturally choose a different style of approach, and talk in another language, from that which I would choose were I trying to convince a mill hand that a certain pair of dollar-fifty overalls is a bargain.

But while you talk to your customer in the adolescent tongue, I warn you to be subtle about it. Let your boy convince himself. Your work is simply to set his mind working and he will do the rest, if any sale at all is going to be made.

### Vacuum Cleaner Methods Applied to Spinach

I have heard so many parents, genuinely anxious over the health of their children, explode: "Now, I've told you nearly seven times to eat your spinach. I don't want to hear another word out of you. Just keep still and eat it or you'll be even punier than you are."

Supposing the clever fellow who sold you your vacuum cleaner had forced his way into your home and announced in a most unpleasant voice: "I've asked you seven times to buy this cleaner. Now don't argue with me any more. Just keep your mouth shut and buy it or your house will look even dirtier than it does!"

Ever think of your child as a perfectly normal, intelligent human being who responds to flattery and every other form of salesmanship just as you do?

One reason you bought that vacuum cleaner, although you may not want to believe it, is because the salesman slipped in one or two charming remarks about the appearance of your home. And he naively assured you that anyone, with as much pride and taste as you, would fully appreciate the benefits of his vacuum cleaner. And after that one you just had to listen to everything he said.

When that agent rang your bell he

(Continued on page 10)



Cliff Goldsmith, known to his audiences as "Happy" Goldsmith, was formerly associated with the American Child Health Association. Mr. Goldsmith is now associated with the Dairy Council and spends several months in the Philadelphia territory each year. He has been enthusiastically received by groups of High School boys and girls, where his stories have been a pronounced feature.

bottles. About the only one of the wholesome foods that can naturally take the attention of the eye from a candy case is bright colored fruit. And even then I have seen more than one green grapefruit or rusty apple passed across the table to a child without an appetite, like so much bad change.

Does your product appeal to the eye and to the taste of your customer?

If it does, and he still refuses to clip the coupon and sign on the dotted line, look over your sales force. Are both of you parents attractive, popular salesmen, who use your own products?

Don't tell me. I know the answer.

The next important phase of your campaign is the publicity. If you doubt my word, step into the corner store and see the placards and stickers which advertise what Babe Ruth, Valentino, Red Grange, Mary Pickford, Jackie Coogan, and the rest of that famous

I'll admit it isn't very clever, but it's better than one I once heard, which ran: "For heaven's sake, eat your spinach!"

Why not name a few dishes after these heroes? Why not "Babe Ruth's Home Plate" or "Mary Pickford's Beauty Compound"? And incidentally you might let it be known that there is a rumor to the effect that both Babe Ruth and Mary Pickford are very fussy and demand that they have their spinach at least three times a week. If your customer should ask how you know, you can safely say that you read it in a newspaper, which, so far as it goes, is true.

The next step toward interesting your customer in the spinach is your first sales talk, which at the least will be exciting. Do you really know your child?

Your conversation with this temperamental person must be carefully studied, just as a salesman studies you at least indirectly before he ever calls on you.

## INCREASED CONSUMPTION OF DAIRY PRODUCTS

(Continued from page 1)

spent six weeks in the United States getting the complete plan of Dairy Council work in both the National and Regional offices. Later the English Council paid the expenses of three of our Council workers, Misses Chinn, Fitzgerald and Keenan, who went to England to train a corps of women on the methods used by the Council organization of our country.

### Eight Foreign Dairy Councils Working

Scotland organized a Dairy Council following meetings with the three Dairy Council workers who went to England and it is now functioning effectively. Requests have come from Argentina, Australia and Denmark for similar co-operation and a complete outline of organization was sent each of these countries, to guide them in their organization. At present these countries have definitely organized Dairy Council work: England, Scotland, Canada, Australia, New Zealand, Belgium, Holland and Sweden.

The Swedish Milk Publicity Association has done especially complete work. Taking the National Dairy Council literature, they have developed a series of six posters in their own language and by their own artists, have used small stickers—miniatures of these posters—on menus, correspondence, etc., and have developed other literature which is in use extensively throughout Sweden.

### Japan and China Translate Much Council Material

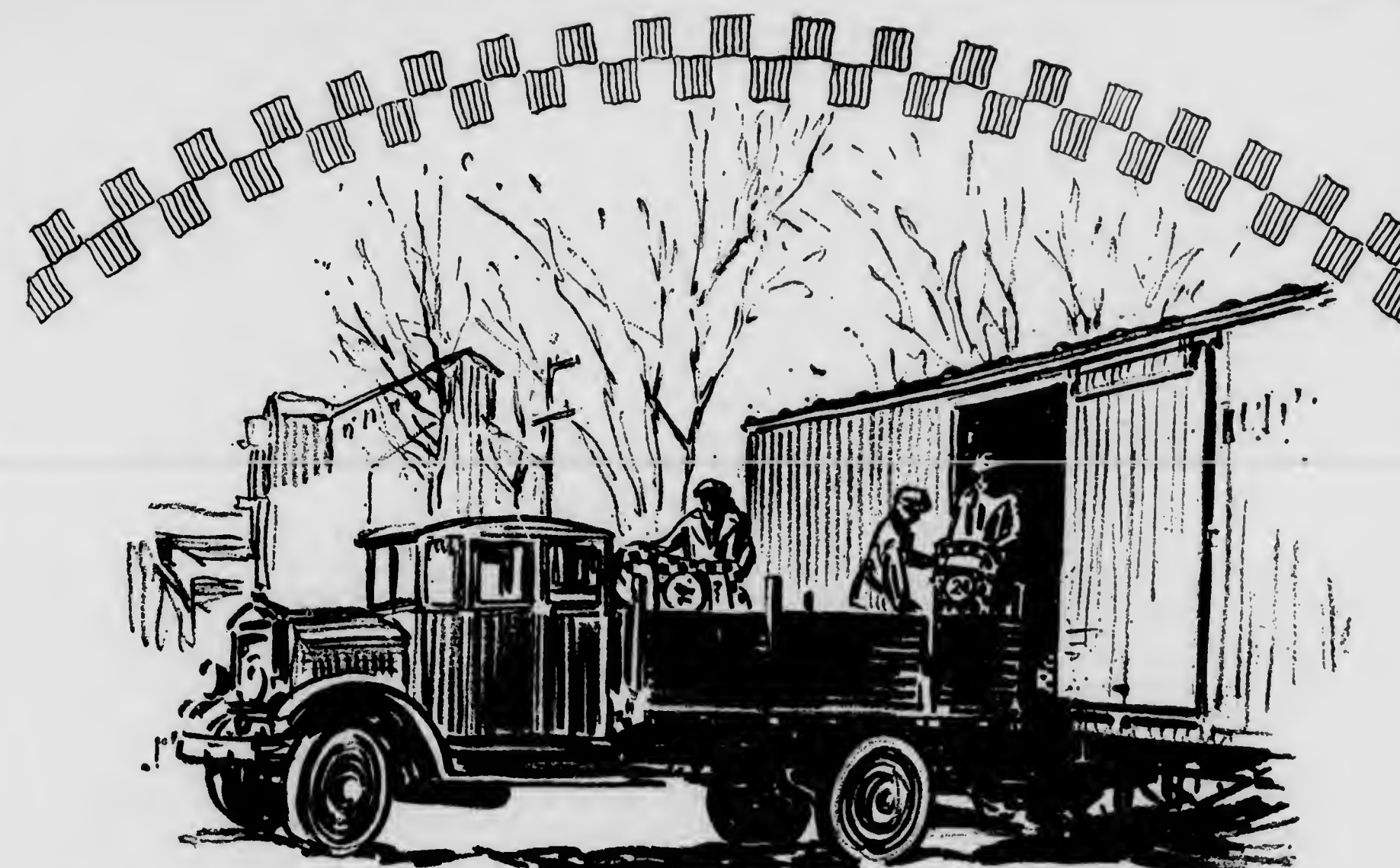
Following the World Dairy Congress in 1923, Japan sent three representatives from their leading universities, who spent five weeks studying the National and Regional Council work. Later, an imperial agricultural deputy was sent over for further conference and to arrange the translation of much of our Dairy Council material. China has developed educational work on the importance of dairy products in this same way.

Three men from Australia and New Zealand were also in America two years ago to make special study of Dairy Council activities here. These visits have been followed by representatives from Belgium, where the Council fairy stories and "Health Habits" have been translated and are being used throughout the school system of Belgium. Holland has likewise translated and is using much of Council educational material.

The National Dairy Council of Canada is using a large amount of Dairy Council material in developing an educational campaign for dairy products throughout the Dominion.

All of these foreign countries have been impressed by the effectiveness of the Dairy Council material in increasing consumption of dairy products and especially have welcomed the research and scientific developments which praise the health giving qualities of all dairy products. They are all glad to pay for any services or material they secure. Not only will the dairy industry of the United States benefit in the near future from the world-wide use of Dairy Council material but it is also a striking testimonial of the effectiveness of the type of work which the Dairy Council organization is doing in the United States.

A national committee is trying to standardize poultry breeding stock, eggs, and chicks on the basis of production qualities and freedom from disease.



## Buying Cow Chow Cheaper

THE PRICE you pay for Purina Cow Chow doesn't depend entirely on the Mills or the dealer. You, yourself can reduce the price of it.

- 1—You know just about how much you will need. Talk this over with your feed dealer. Find out when he expects to have cars coming in.
- 2—Arrange to take your Cow Chow off the car.
- 3—Buy Cow Chow in large quantities and pay cash for it. Credit for each ton can be bought at the bank for about 35 cents a month.
- 4—Get your neighbors to use Cow Chow. Your dealer is able to supply several large users in one neighborhood cheaper than just one user.

For three straight years the price of Purina Chows has been reduced through additional volume. See the feed dealer with the checkerboard sign.

PURINA MILLS, 854 Gratiot St., St. Louis, Mo.  
Seven Busy Mills Located for Service



Write us for a  
1927 Cow  
Booklet—Free

### POTATOES

Potato production in Pennsylvania will average approximately 23,408,000 bushels, or about 2,000,000 bushels less than last year when the crop was somewhat above the average.

Excessive rains delayed harvesting and resulted in considerable blight in fields which had not been properly sprayed earlier in the season.

The production for the United States is estimated at 360,727,000 bushels, which is more than last year but below the

crop. The crop in New York State is about 7,700,000 bushels more than last year but 4,000,000 bushels below the average. The Maine crop is estimated at about 3,000,000 more than last year and the average, and the Michigan crop is about 6,000,000 above the crop a year ago but 1,500,000 below the average. These states supply Pennsylvania with the greater portion of the potatoes which are shipped in.

A larger proportion of the Pennsylvania crop than usual is still in the hands of producers as indicated by the very small number of shipments made. This gives consumers who have not purchased potatoes, still an excellent opportunity to buy their winter supply. For most satisfaction, they should be sure to buy potatoes which have been well graded and have come from fields thoroughly sprayed during the growing season, market specialists state.



## SALESMANSHIP FOR PARENTS

By "HAPPY" GOLDSMITH

(Continued from page 8)

knew very well you wouldn't want to buy his cleaner. He knew you would make it a point to immediately think up some mighty good reasons for not wanting it. But rather than answer those arguments himself, he let you do it. Yes he did. He first invited you to pour out all the arguments you had as to why you shouldn't buy. After that you were at his mercy. He then proceeded to show you, in a delightfully subtle way, what a marvelous instrument the vacuum cleaner is. He was ready to listen to anything you wanted to talk about. As long as you talked, your door was open. Gradually, by indirect suggestions, he made you rather wish you owned one of the things. He encouraged you to talk about the machine. And, without your knowing it, he helped you yourself to evade every one of your original arguments.

Parents, be patient with your children. Try not to be too eager. As worried as you may be regarding your child's health, be just as indifferent outwardly as possible. You two parents, of course, may enjoy the spinach to your heart's content.

Speak about how fresh it tastes. Notice how it melts in the mouth. Somehow the spinach never seemed to taste quite as good as it does this evening. That touch of melted butter is what does it. That slice of yellow egg against the green. . . .

But none of this directly to the child. So much as even a shift of the eyes toward this suspicious customer may upset your entire campaign.

And so it goes. It makes no difference whether you are selling a vacuum cleaner, a dish of spinach, or a bath, the job can easily be done if a real desire is

finally created. It may take much careful advance work before your customer even nibbles at the spinach. Perhaps during the entire campaign absolutely no signs of interest will be shown. But if your spinach is tempting, if your publicity is good, and if your sales talk is both appealing and in the language of your customer, then trade will pick up and your hard-earned profits will begin to pour in.

Of course, some innocent parent may try the idea out, and just before closing the contract will let it be known that there is a whole kettle of spinach out in the kitchen which must be eaten so that it won't go to waste. If your customer doesn't dash away after that one, it's only because he's too weak.

No, good friend, we haven't a kettleful going to waste. On the contrary we have a limited amount. In fact, what you see in the dish before you is all that there is in stock. Even that has been practically promised to somebody else. I'm sorry, because this evening it is unusually delicious.

Must I be so trite as to remind you that when the supply goes down, the demand shoots up?

Of course, boys and girls will always love sweets. I like them myself. But we can save the home from bankruptcy and put it on a better paying basis. We can create a desire for the things our children should eat.

And instead of our letting them feel that they are doing us a privilege when they trade with us, we can put such a price on our goods that it will be a privilege when we allow them to patronize our offerings.

## DAIRY COUNCIL SERVICE

The various departments of the Dairy Council are at your service and will assist you in planning

### Educational Entertainment

for your Community, Local or Club Meetings.

The Dairy Council has carried the message of "Milk for Health" to hundreds of thousands of producers and consumers in the Philadelphia Milk Shed.

Lecturers and Speakers on Health Programs Are Available

Motion Picture Films on Dairy Subjects  
Lantern Slides Literature Posters  
Short Plays for the Children, Etc.  
Are Yours for the Asking

Write us for detailed information and programs

Let Us Assist in Planning Your Entertainment  
**Philadelphia Interstate Dairy Council**

R. W. BALDERSTON, Secretary  
BOYERTOWN BUILDING  
1211 Arch Street  
PHILADELPHIA

## CHESTER COUNTY FARM PRODUCTS SHOW

The sixth annual Chester County Farm Products Show, held in the American Legion Building, Kennett Square, Pa., December 9-12th, was one of the best shows that has been held in that county for a number of years.

There was an outstanding exhibit of dairy and farm products as well as a good exhibit of farm machinery and appliances. There was also an elaborate home economics display, as well as exhibits of apples, potatoes, corn, peas, wheat and other feeds, eggs, woodwork, sewing, baking, canned goods and other products.

The mushroom exhibit was the largest that has ever been shown in the county.

### Milk Exhibit

One of the largest county milk shows in the state was, we believe, held in connection with the show. There were 75 exhibitors and some very creditable exhibits were made.

The lowest bacteria count award went to M. T. Phillips, Pomeroy, Pa. The following list of scores will indicate the close competition for the various prizes:

Edgar Mendenhall, Mendenhall, Holstein	98.45
Geo. L. Wilkins & Son, Landenberg, Guernsey	98.4
Yardley Warner, Guernsey	98.25
E. L. Moore & Son, West Grove, Guernsey	98.10
Asa Farmer, Oxford, Guernsey	98.05
James Bunting, Oxford, mixed	98.0
Oswald Piel, Downingtown, Jersey	98.0
William Reeves, West Chester, R. 6, grade Guernsey	97.9
George Dutton, Oxford, mixed	97.85
Charles Canby, Landenberg, Guernsey	96.7
Ramsey & Rinal, Cochranville, Guernsey	97.75
E. Maule & Co., West Grove, Guernsey	97.75
Wm. Moore & Son, Chatham, Guernsey	97.7
Willis Mackey, West Grove, Jersey	97.65
G. F. Beale, Coatesville, Jersey	97.65
E. B. & C. N. Taylor, Embreeville, Jersey	97.55
Dilworth S. Pyle, Anselma, mixed	97.55
John C. Aker, Phoenixville, Guernsey	97.5
G. H. Bicknell, Oxford, Guernsey	97.4
Howard Reburn, Oxford, Jersey and Guernsey	97.4
W. Scott Bunting, Oxford, Jersey, mixed	97.4
Myers Brothers, West Grove, mixed	97.4
Harvey L. Mahan, Oxford, mixed	97.3
Chesterbrook Farm	97.30
Isaac P. Vandever, Landenberg, Holstein	97.2
R. E. Sharpless, London Grove, Jersey	97.2
J. Albert Marshall, Kennett Square, Guernsey	97.0
Brookmead Farm, Devon, Guernsey	96.95
George R. North, Lyndell, Guernsey	97.25
J. C. Reece & Son, West Grove, Jersey	96.9
M. T. Phillips, Pomeroy, Guernsey	96.75
C. P. Yarnall, West Grove, Guernsey	96.7
Wm. M. Lloyd, Downingtown, Jersey	96.7
Pennerest Farm, W. Smedley, Media, Guernsey	96.65
Samuel Dickey, Oxford, Guernsey	96.6
W. S. Sheehan, Kennett Square, Guernsey	96.55
John L. Springer, Kelton, Jersey and Guernsey	96.4
Jos. V. Hood, West Grove, Guernsey	96.4
B. E. Masen, Oxford, mixed	96.15
F. H. Harjes, Jr., Malvern, R. 2, Guernsey	95.90
Thomas & Howell, Whitford, Guernsey	95.80
John P. Connell, West Grove, Jersey	95.7
A. C. Spencer, Kelton, Jersey	95.65
Hayes C. Taylor, Embreeville, Guernsey	95.55
Edgar Townsend, West Grove, Jersey and Holstein	95.55
Kennedy Bros., Oxford, mixed	95.2
Geo. Thomas, 3rd, Whitford, 60% Guernsey	95.15
Mrs. James N. Carter, Pocopson, Guernsey	94.6
Mary C. Folwell, Newark, Del., Jersey	94.55
Caleb Chambers, West Grove, Jersey and Guernsey	93.5
Roland M. Conard, Northbrook, Holstein	92.05
Frank A. Keen, West Chester, Holstein	91.60
John C. Burke, Kennett Square, Jersey and Guernsey	91.25
F. B. Anderson, Oxford, Guernsey	90.45
Hill Farms, Coatesville, Guernsey and registered Jersey	90.00

## PENNSYLVANIA HAS LARGE COMMERCIAL POULTRY INDUSTRY

The extensive development of Pennsylvania's commercial poultry industry is indicated by the fact that there are 2,160 flocks containing 500 or more birds and these flocks have almost ten per cent. of all the hens in the State.

Both farm and commercial poultry keeping are constantly expanding in Pennsylvania. The triennial census (1924) showed almost 2,500,000 more hens and pullets than the Federal census of 1920 and estimates for January 1, 1925, show 17,465,780, and increase of almost 500,000 since the triennial census enumerates late in 1924.

Perhaps the best indication of progress in the poultry industry is the increasing number of large flocks. Large flocks induce improved management, such as better housing, more scientific feeding and more profitable marketing of eggs and poultry. When flocks are small, there is less inducement to give them

proper care and too frequently in the past the tendency has been to keep the birds as cheaply as possible. This resulted in the old apple tree being the favorite roosting place and corn and tablescraps being the "balanced ration."

The abundance of excellent local markets and the closeness of the best large markets in the world provide a most substantial basis for a profitable poultry industry, especially for large producers.

Estimates for 1925 indicate that almost 76,000,000 dozen eggs were produced valued at more than \$29,000,000. The importance of poultry as a source of farm income is readily apparent from these figures.

As is evidenced in the available statistics, the commercial poultry keeping is largely concentrated in a few counties. Bucks, Lancaster, Montgomery and York Counties have 1,121 flocks of 500 or more hens, or more than half of all the flocks of this size in the State.

By treating fence-posts with creosote, many kinds of wood that are ordinarily almost worthless may be made to last twenty-five or more years with only a small additional cost for the treatment.

A root storage cellar is an essential part of the farm equipment. A bulletin put out by the state college of agriculture describes the construction and management of them.

## QUALITY CONTROL DEPT'T

(Continued from page 3)

Quality Control Department in 1924. At one station where at times from two to three thousand pounds of milk per day was rejected in former years because of sourness, after the enforcement of the Sanitary Regulations it was seldom necessary to reject more than two to three hundred pounds daily.

### Close Contact Between Department and Producer

Comparing the 1924 and 1925 Quality Control statistics a 100 per cent increase in farm visits illustrates the close contact which is being established between the Quality Control Department and the milk producers. The first year of Quality Control work required an extremely large number of meetings to explain the purpose, function and benefits of the regulations, but with the complete understanding of the Sanitary Regulations on the part of the producers, the necessity for so many meetings has been eliminated. The fieldmen to a large extent now are able to make detailed explanations and suggestions through personal visits to individual farmers.

### Office Record System

A complete system of records covering every producer shipping milk under the Sanitary Regulations is maintained in the office. These records show the condition of the milk shipped. Records of all changes in the farmer's delivery of milk, and of each individual farm is maintained. These records furnish a complete system for guidance not only in the office but in the field.

### Inspection of Dealers' Plants

Not only is the producer required to meet regulations but the distributors must have certain standards in equipment and methods at receiving stations and city plants.

The cleanliness of the milk can is a vital factor in the quality of milk, as the milk remains for a considerable period of time in the can. The Sanitary Regulations require that the cans be washed by the dealer, but it was found that some of the dealers did not have any facilities for washing cans at their country receiving stations. Other dealers had can washers at some of their country receiving stations but not at all of them, and no large dealer in Philadelphia had can washers and equipment at every plant at the time of the adoption of the Sanitary Regulations.

Dealers were requested to install can washers with the result that approximately an additional fifty per cent of all the plants in the Philadelphia Milk Shed had can washers installed. Now a very large percentage of the plants have can washers.

Many of the country plants needed improvement. In some cases drainage was unsatisfactory or contaminating surroundings had to be corrected. Screens and shades were needed in many instances, while a general cleaning up and painting was required in a great many of the plants.

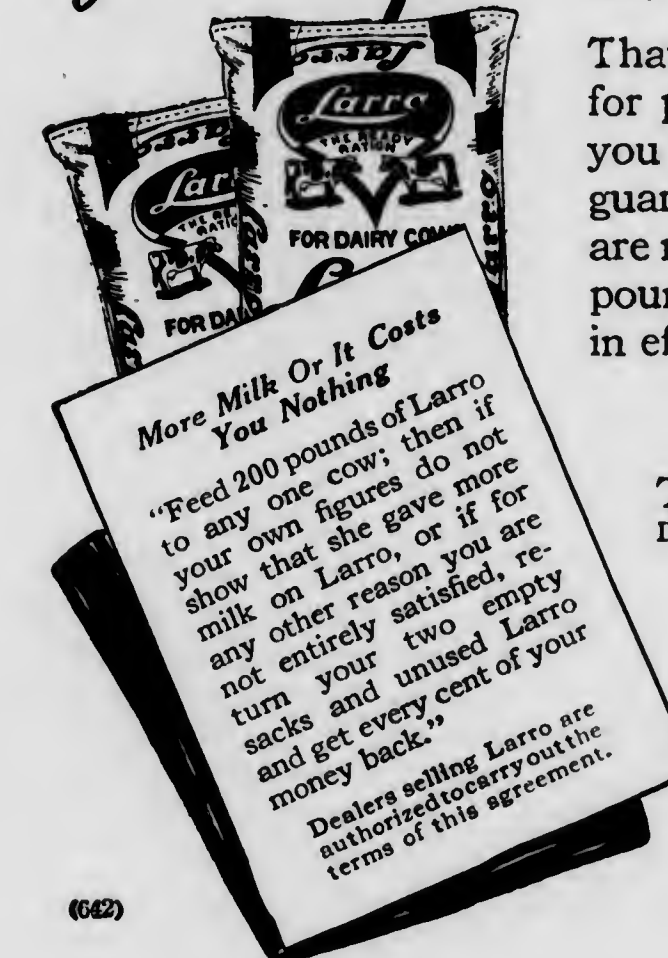
A few plants were in such condition that they were condemned and closed. One or two others had to be rebuilt. Systematic inspections of the plants are regularly made, and constant improvement is noted.

### Improved Rating of Sediment Discs

When the Quality Control Department took up the problem of eliminating visible dirt in the Philadelphia Milk supply, sediment tests were made of the milk of all producers. These were graded into four classes, A, B, C, and D.

# The TRUTH about feed prices

Feed two bags under our guarantee



Ask the Nearest Dealer

THE LARROWE MILLING COMPANY  
DETROIT MICHIGAN

# Larro

The SAFE Ration for Dairy Cows

Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

Early records disclosed that approximately twenty-one per cent of the milk graded in the class known as D, now (although the standard has been changed and made more rigid than the standard used in 1921 and 1922) the quality of the milk has so improved from the standpoint of cleanliness that not more than three per cent of the producers receive the D grading. Milk corresponding to that regarded as good at the beginning of the sediment testing campaign is today regarded unsatisfactory.

### Summary

The educational program of the Quality Control Department is:

1. The testing for: A, Sediment; B, Bacteria; C, Acidity.
2. Educational meetings. In cooperation with the State Agricultural Extension forces, the Inter-State Milk Producers' Association and other agencies, meetings are held at which the program includes such items as motion pictures, talks, plays and demonstrations.

3. Inspections of farms and milk plants with advice for improving both equipment and methods.
4. Preparation and distribution of appropriate literature.
5. Actual demonstrations of clean safe milk production.

- Some of the other activities include:
1. Cooperation in a two day dairy school.
  2. Cooperation in dairy rallies.
  3. Checking on truck deliveries.
  4. Elimination of garlic and other objectionable flavors in milk.
  5. Milk can inspections.
  6. Exhibits and demonstrations.

Quality Control Department Statistics  
Sediment Tests

1922-1923	30,547
1923-1924	16,283
1924-1925	12,079
1925-1926	23,473
Farm Visits	
1922-1923	181
1923-1924	12,021

1924-1925	24,932
1925-1926	24,997
Meetings	
1922-1923	140
1923-1924	163
1924-1925	89
1925-1926	101
Attendance	
1922-1923	20,849
1923-1924	14,321
1924-1925	12,417
1925-1926	16,774

### ACHIEVES GOOD RESULTS

Bull associations promote the rapid development of community breeding and increase the interest in better dairy cattle.

Stable floors need to be stable. Make them of concrete and they'll outlast generations of cows.

A glass of milk contains it is said as much lime as a loaf and a half of white bread.



**\$35** Puts it to work for you

**OTTAWA POWER MILKER**

Write today for the most liberal offer ever made—Saves you big money—30 Days Free Trial—10-year guarantee. Ready to milk when uncrated—No installation cost—no pipes—no special equipment—easy to use in any barn.

**Comes Complete—Ready to Use**

2 HP gasoline engine or electric motor—milk 18 to 20 cows an hour—clean, convenient, easy to use. Endorsed by leading dairymen and farmers everywhere. Saves time and will do the work of 4 extra milk hands.

**Free Book** Tells you all about the Ottawa Power Milker—gives names of owners—illustrated—answers every question you can ask about milkers. Let us send it to you—FREE.

Write today.

**OTTAWA MFG. CO.**  
4321 White Street  
Ottawa, Kansas  
4321 Meade Building  
Pittsburgh, Penna.

**PHILADELPHIA**

WOOD AND CEMENT STAVE  
TILE AND COFFERED METAL  
**SILOS**

SPECIAL PRICES NOW  
CASH or MONTHLY Payments

**TANKS**

**E. F. SCHLICHTER CO.**  
BOX M. P. 10 S. 18TH ST., PHILA.

**QUALITY CHICKS**

Chicks from winter laying, farm raised, mature stock, S. O. W. eggs, R. I. Reds, Barred Rocks, White Orpingtons, Anconas, Black Jersey Giants, White Wyandottes, White Plymouth Rocks, Black Minorcas, Pekin and Indian Runner Ducks; \$15 per 100 up. Live delivery guaranteed. Parcel post prepaid. Hatching eggs \$8.00 per 100 up. Several breeds rabbits. Circular free. Shipments will be made from one of our nearest associated hatcheries.

**GLENN ROCK NURSERY AND STOCK FARM**  
Ridgewood, New Jersey

**Control Contagious Abortion**

Don't let this costly malady run through your herd and ruin your profits. **ABORNO**, the Pioneer Guaranteed Remedy has proved wonderfully effective in preventing and overcoming abortion. Easily administered—safe. Write for free booklet on the treatment of Contagious Abortion.

**ABORNO LABORATORY, 85 Jew St., Lancaster, Wis.**

**FARMEQUIP FEED MIXER**

**Self Feeder for Feed Mills**

MAKE GROWN RATIONS FROM HOME-CROWNED FEED

Write for Catalog and Prices

**Farmers Equipment Co.**  
596 South Wabash Ave., Chicago, Ill.

**LEADCLAD FARM FENCE**

The only fence with a thick, heavy coating of pure lead. Costs no more to erect, but lasts 10 to 20 times longer than the ordinary fence.

**LEADCLAD WIRE CO.** 1215 1st Street, St. Louis, Mo.

The Bureau of Animal Industry, United States Department of Agriculture, Washington, D. C., through J. R. Molitor, Chief of the Bureau, announces that at this time, there are 248 counties in the modified accredited area, that is, the cattle population of these counties have less than one half of one per cent of tuberculous cattle, as determined by the tuberculin test. Furthermore, the cattle in more than 500 additional counties are under supervision and in the process of being accredited, which altogether shows that more than one-fourth of the counties in the United States are doing area work. The area project of the campaign is now endorsed by practically every State and is deemed the approved method of carrying on the work.

If your farm grew paintbrushes and daises this past season it probably needs lime.

## EARLY HISTORY OF COOPERATIVE MILK MARKETING IN THE PHILADELPHIA MILK SHED

R. W. BALDERSTON  
(Continued from page 1)

made and sold. The cost of operation was prorated to all members and a higher price charged to dealers for that amount of milk they needed for daily distribution.

An old account book which has been found in the search for information gives the following very interesting items:

	Price per qt.	Assessment per qt.
1891	3 cts.	—
June	3	—
July	3	—
August	3	—
Sept.	3	—
Oct.	3½	—
Nov.	3½	—
Dec.	4	—
1892	4	—
*Jan.	4	—
Feb.	3½	—
March	4	—
†April	4	—
May	4	—
June	3½	—
July	3½	—
August	4	—
Sept.	3½	—
Oct.	3½	—
Nov.	4½	—
Dec.	4	—

\*After first 3 days went to local Creamery, recd. 30 & 31 cents for butter fat, loss paid by Association \$24.31.

†Farmers Creamery 1 day.

This plant operated fairly well for a while, we are told, in spite of many discouragements. For instance, one writer says "We had some very exciting times in January, '92. The local Creamery that got our milk, we found was shipping to the same man that we had been shipping to, and who would not pay our price." Dealers, however, were suspicious of this new development.

Many dealers offered non-members a price for all milk slightly lower than the Association price for fluid milk but above the average net return of the Association members. The Association soon was handling all the market surplus, and non-members enjoying all the advantages without paying any of the cost. Of necessity, the fluid price soon was above the world's market for dairy products. About that time some dealers arranged with one or more of the railroad companies to build receiving stations entirely outside the old milk shed in butter making sections of Pennsylvania and New York. This influx of large quantities of comparatively cheaper milk added to the difficulties of the Farmers Creamery and the various Milk Producers' Associations. Heavy Assessments became imperative to pay losses. Note the entries in the same account book for 1893, 1894 and 1895:

	Price per qt.	Assessment per qt.
1893	4	—
Jan.	4	—
Feb.	4	—
March	4	—
April	3½	—
May	3½	—
June	3½	—
July	4½	—
August	4½	—
Sept.	4½	—
Oct.	4½	—
Nov.	4½	—
Dec.	4½	—
1894	4½	—
Jan.	4½	—
Feb.	4½	—
Mar.	4½	—
April	4½	—
May	4½	—
June	4½	—
July	4½	—
August	4½	—
Sept.	4½	—
*Oct.	4½	—

Nov. 4½ 1  
Dec. 4½ 1  
1895  
\*Jan. 4  
\*The debt at this time estimated as 3½ cents per qt. on 1/12 of a years shipment.  
†Jan. 2nd our local gave up and quit, as many members had done before that.

Dealers made all settlements direct to farmers for milk and assessments were then made in each neighborhood by the officers of the Local. These, it will be noted, were used by each association to pay losses sustained by farmers who had to sell to local creameries and were also forwarded to the Farmers Creamery to meet its losses sustained through paying full price for milk to be manufactured and sold in the form of butter and ice cream.



ALLEN JETTY, Doylestown, Pa.  
Active in the Days of the Milk Shippers' Union

Notice that by October, 1894, the accumulated losses had mounted to approximately the value of one month's shipment of milk, in spite of assessments throughout that year of as high as one cent per quart.

These Associations gradually disintegrated and finally disbanded. Many of their most loyal members and officers found themselves endorers of notes for large amounts that hung over them for years. Committees were appointed in each association to audit accounts and make final adjustments.

A report dated December 18, 1896, shows that such an adjustment was attempted by two committees, of three each, one representing the Farmers Creamery Company and the other the North Penn. Dairymen's Protective Association. The minutes show it held a very warm session but adjourned without definite action. Another correspondent serving on a committee, recollects making a similar audit between the Pennsylvania Milk Producers' Association and the Farmers Creamery Company.

This discouraging experience undoubtedly retarded greatly the progress of co-operative thought among milk shippers in the Philadelphia Milk Shed. Scoffers could point to the apparent fact that "farmers will not stick together". Timid ones feared a repetition of the economic consequence of attempting to "Control the market".

But there were sound economic principles behind the plan of operation of these associations.

With present knowledge or market demands and sources of supply, with strict sanitary control and other factors much better developed, many milk producers cooperative associations are operating successfully along similar lines today, so we are glad to pay tribute to the courage, foresight and business acumen shown by this early Association. It made a real effort to solve the milk marketing problems of its day.

The next milestone in the history of organized milk producers seems to have been the organization of the Milk Shippers' Union on March 15, 1901. This organization which was incorporated early in the following year, was an active agency for promoting and protecting the interests of the milk producer until 1916. The name of the organization was changed in 1910 to the Inter-State Milk Producers' Association, which name was later adopted by our present organization. Quoting from the constitution and by-laws of the Milk Shippers' Union, Article two states:

"The object of this Union is to secure a remunerative price for milk, and to protect our interests in general."

The executive committee of the Union met in Philadelphia the fourth Wednesday of every month and agreed upon a price for milk for the members. The by-laws provided for local "unions" of the organization located at convenient points along railroad or trolley lines. The organization made considerable effort to organize around milk shipping stations in the country, but apparently without very great success.

The funds of the Association were obtained upon the payment of one dollar per year on the part of all active members of the Association. It is apparent that this voluntary contribution was not made with great regularity. Even had



A. B. WADDINGTON  
Woodstown, N. J.

One of the active members in the early milk marketing organizations, now a director of the Inter-State Milk Producers' Association, Inc.

the funds all been paid, the Union was limited by its charter to handle not more than \$5,000 per year.

(Continued on page 14)

## PENNSYLVANIA FARM PRODUCTS SHOW HARRISBURG, JANUARY 18-21, 1927

### DETAILED PROGRAM OF MEETINGS

Plans have been completed for a most elaborate exhibit at the Pennsylvania Farm Products Show, to be held at Harrisburg, Pa., January 18th to 21st, 1927.

The floor space for exhibits greatly exceeds that used at last year's show and the exhibits, we are advised, will be on a much larger scale.

In connection with the Farm Products Show the various organizations identified with agriculture will hold general and in many cases annual sessions. We are outlining below as many of these organizations as are available at this time, giving the dates and hours as well as the places at which the various meetings will be held during the Farm Products Show Week.

The show will be opened officially at a joint meeting of all associations Tuesday evening in the Chestnut Street Auditorium.

The State Council of agricultural associations will meet Thursday evening at six o'clock in the University Club.

The members of the Former State Board of Agriculture and Institute Speakers will meet at three o'clock Thursday afternoon in the State Chamber of Commerce, with a banquet in the evening at the Plaza Hotel.

The Society of Farm Women will hold meetings on Wednesday and Thursday in Parlor A, Penn-Harris Hotel.

The Pennsylvania Dairymen's Association has scheduled its meetings for Wednesday in Felton's Hall with a General Dairy Banquet Wednesday evening in the Masonic Temple.

A meeting of the Pennsylvania Ayrshire Breeders' Association will be held on Thursday morning at ten o'clock in the State Chamber of Commerce.

There will be a luncheon and business meeting of the Guernsey Breeders Thursday noon in the Penn-Harris Ball Room.

The Holstein Breeders have been scheduled for a business meeting Thursday morning at ten o'clock with a luncheon at noon in the Masonic Temple.

The Jersey Breeders' Association will hold a business meeting after dinner on Thursday in the State Chamber of Commerce.

A luncheon and business meeting of the Sheep Breeders and Wool Growers is scheduled for Wednesday noon at the Plaza Hotel.

Thursday afternoon in Felton's Hall is the time and place for the meeting of the Hereford Breeders.

The Berkshire Breeders have scheduled a luncheon and business meeting for Wednesday noon at the University Club.

A luncheon and business meeting of

the Chester White Breeders will be held on Wednesday evening at the Plaza Hotel.

There will be a luncheon and business meeting of the Duroc Breeders on Thursday at the University Club.

The Poland China Breeders have scheduled a luncheon and meeting for Wednesday evening at the University Club.

Two meetings of the Veterinary Medical Association have been scheduled for Wednesday in the Assembly Room of the Penn-Harris.

The State Horticultural Association has scheduled meetings for Wednesday and Thursday in the Assembly Room of the South Office Building, with a banquet on Wednesday evening.

Wednesday and Thursday are the days on which the meetings of the Vegetable Growers will be held in the Senate Caucus Room. A banquet will be held Wednesday evening.

The meetings of the Potato Growers Association are scheduled for Wednesday and Thursday in the Chestnut Street Hall. A banquet is scheduled for Wednesday evening.

The Beekeepers Association will convene on Wednesday and Thursday for their meetings in the Harrisburg Public Library.

The State Poultry Association and the Baby Chick Association will hold their business meetings on Wednesday and Thursday, a banquet to be held on Wednesday, in the Lodge Room of the Elks Home.

A meeting of the Pigeon Show Association is scheduled for Wednesday in the State Chamber of Commerce.

On Thursday evening in the State Chamber of Commerce the Farm Bureau Federation will hold its meeting.

Meetings of the Threshermen's Association have been planned for Thursday, Friday and Saturday morning in the Chestnut Street Hall.

There will be a meeting of the Eastern States Farmers' Exchange on Thursday evening in the State Chamber of Commerce.

The Vocational Day Program is scheduled for Wednesday in the Vance Building.

The Livestock Breeders have scheduled various activities including judging of animals, sales, meetings and banquet, starting Tuesday afternoon and continuing Wednesday and Thursday, in the Inter-national Building and the Duco Building on Cameron Street.

Farmers and their families are especially invited to attend all meetings.



## MORE MILK —Less trouble

ARE you fair to your cows? You drive them to the barn in the Fall, feed them heavy, hard-to-digest concentrated rations. No natural, tender, green pasturage, little exercise—no wonder the milk pail disappoints you, right when milk prices are highest.

Right now—of all times—your cows need help. They need something to help them digest their feed better—turn more of it into milk. Without such an aid, the more you feed the greater the strain on their overworked vitality.

Kow-Kare gives the needed help, in a simple, natural, definite way. It gives needed support to the digestion and assimilation—helps carry the burden of heavy winter feeding. By toning up these vital organs your feed dollars become milk dollars. The cow has summer pep and vitality. No more "off feed"; no more profit threat from disease and disorders. Kow-Kare builds health while it is bringing back to you via the milk pail several times what it costs you. It is a real money-maker in any dairy. A single can will ration a cow for one to two months. Just follow the simple directions on the can.

### No More Disease-Loss

Use Kow-Kare to prevent disease—but if you have actual trouble with Barrenness, Retained Afterbirth, Abortion, Bunches, Scours, Lost Appetite, etc., use Kow-Kare as directed on the can and you will be amazed how quickly your cows are able to throw off their trouble and again become productive. Write for our FREE BOOK on cow diseases, "The Home Cow Doctor." Every cow owner ought to have it.

Feed dealers, general stores, druggists have Kow-Kare—\$1.25 and 65c sizes (six large cans, \$6.25). Full directions on the can. Mail orders sent postpaid if your dealer is not supplied.

Dairy Association Co., Inc., Lyndonville, Vt.  
Makers of Kow-Kare, Bag Balm, Grange Gargle Remedy, American Horse Tonic, etc.

**KOW-KARE**  
FAMOUS CONDITIONER  
OF MILCH COWS



**NICE**

THE NAME TO GO BY—WHEN YOU GO TO BUY  
**PAINTS AND VARNISHES**  
Write for Color Cards and Booklet "Paint Pointers"  
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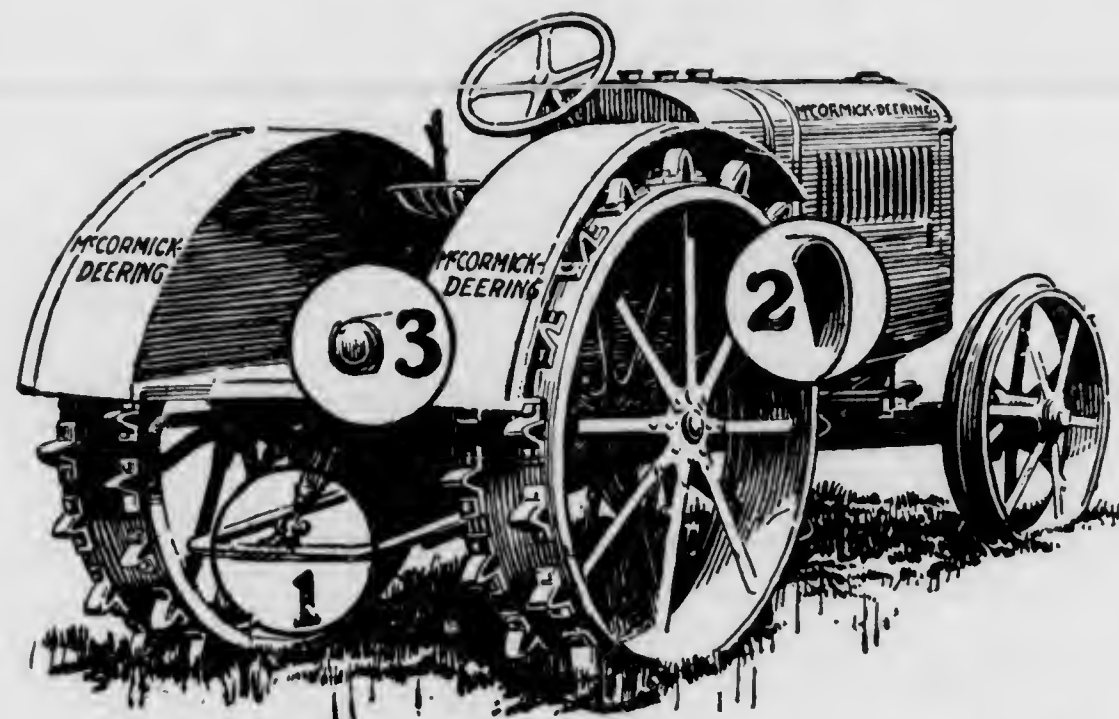
When answering advertisements in the Milk Producers' Review always inform the advertiser where you saw the "ad"



## POWER AT THREE POINTS

### And Plenty of It

1. At the drawbar
2. At the belt pulley
3. At the power take-up



McCormick-Deering Tractors do more kinds of work because of the Triple Power feature and therefore are more valuable to their owners.

## International Harvester Co.

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Philadelphia

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## MAPLE SHADE FARM

100 head of Registered Guernsey Cattle  
All T. B. Tested



Topsey Cavalier of Pomeroy 104874. His dam Imp. Topsey of Goodenstone 4th, A. R. 5742, 13104.1 lbs. milk, 713.26 lbs. butter fat, is one of the four herd sires

### FOR SALE

Fifteen cows in milk or soon to freshen, also a number of bred and open heifers. Most of these females bred to the above bull. All are registered and the prices are reasonable. Also several young bulls and bull calves. A bull calf right off his mother at small cost will pay. Send us your name to add to our waiting list.

**M. T. PHILLIPS**  
POMEROY, PA.

## FEED THE BRUTE

A. L. Haecker

The biggest item of expense in keeping cows is the cost of the feed, which makes it a most important subject. In spite of this fact, however, I find that the average cow-keeper gives the subject of feeding little attention, and as a result his profits are lowered.

It is just as important to plan the ration of the herd for a year or two ahead as it is to have a place to sell the product or to house the animals. No detail is so badly neglected by the average cow-keeper as the feeding of the animals, and it is the one thing that we cannot afford to neglect when we consider the profit side of the business. To feed well means to amply supply stock with proper foods at the lowest possible cost. Not only should the ration be nutritious and balanced as to food parts, but it should be cheap. It requires more skill to feed well and cheaply than it does to feed well with little regard to the cost.

The country as a whole is short of hay. This means that we will require substitutes, and there is perhaps no better substitute for hay than good silage made from corn or other forage. In spite of the fact that the silo has been proven the best means of saving the forage and has been in universal use for the past thirty years, only a small per cent of our national stock keepers have silos. The biggest waste, outside of war, is our misuse of cornstalks. Except in a few limited dairy sections the cornstalk is allowed to go to waste, and it has been known for many years as the billion-dollar-waste. The point which I wish to make is this: every cow-keeper should plan his feeding at least a year ahead. He should arrange to have at least two kinds of food stuffs, namely, legume hay and corn or cane silage. I mention these two products because on the American farm they have proven to furnish the cheapest source of both carbohydrates and protein. They are pretty sure crops, and there is little danger of loss even during abnormal seasons. Sweet clover as pasture and hay is not having its proper attention. Many farms are in great need of a change in the crop rotation to bring back the soil fertility, and in no way can this be done quicker than in getting clovers established. Farming will perhaps always be a gamble, but a great deal of hazard can be removed by planning ahead, and this is especially true of the food supply for the stock.

There never was a better outlook for the dairy farmer than at the present time, but he must understand that the economic feeding of his stock will largely determine his success or failure. In planning the food supply for the herd it is well to keep in mind that bulky forage intended for the silo should be grown close to the barns to save hauling, and a crop yielding a large tonnage is also desired.

Without question, the greatest loss to the dairy cow-keeper of this country is caused by improper feeding, principally by a lack of proper nutrition. This is a matter that can be easily corrected, and we are happy in knowing that the day is not far off when this great loss will be avoided. The balancing of the ration as to protein and carbohydrates is an easy matter in every state of the Union, as we have an abundance of forage of both classes. Broadly speaking, corn, cane, sudan grass furnish our cheapest carbohydrates, while the clovers, soy beans, and cow peas furnish our cheapest and best protein. Grains and mill feeds we have in abundance, and prices generally permit of their use especially with cows well fed. Our greatest lacking, however, is a proper supply of coarse, bulky feeds, and that principally in the form of silage and hay.

This country has an agricultural college and an experiment station in every state in the Union. For the last thirty or forty years these institutions have been studying and experimenting in the great business of farming. Millions have been spent in this work, and I am one who believes that it has been of great economic value to our people, although we are making only a feeble use of the facts found. Perhaps no other industry is so slow to grasp new ideas and progressive measures as is the farming industry. There may be a good excuse for this, but the unfortunate fact remains; and those who are interested in agriculture should double their efforts to find out facts and to follow safe and reliable practices. There is no profit in under-feeding. This truth has been thoroughly substantiated, and it is very easy to see why it is true. The maintenance ration is a large part of what we feed, and maintenance simply means board without work, production or growth. He who would economize in feeding by giving his animals a light ration has no chance of profit, and he is wasting both his feed and time.

## EARLY HISTORY OF COOPERATIVE MILK MARKETING IN THE PHILADELPHIA MILK SHED

R. W. BALDERSTON

(Continued from page 12)

A great deal of credit must be given to the energy and perseverance with which the officers and executive committee and members of this old association kept alive the spark of organization and educated the milk producers of the Philadelphia Milk Shed so as to make possible later a wide yet closely knit collective bargaining organization.

Among its accomplishments were:

- (1) The collection through legal action of balances due shippers.
- (2) Return of lost cans.
- (3) One or two very satisfactory annual price agreements with buyers.
- (4) Legislation in three states, Pennsylvania, Delaware and New Jersey, fixing the size of a liquid quart at

231 cubic inches, thus changing a time honored practice, in the Philadelphia market to buy milk by the dry measure quart. This change made a difference of 63 quarts additional milk in each 100 pounds.

Prominent in the activities of this association should be mentioned the names of Mr. Atkinson, of Bucks County, Pennsylvania and J. Walter Pancast of Woodstown, Salem County, New Jersey, two of its presidents; A. B. Huey, Lenape, Pa., for many years its secretary; Heston J. Smith, of Wycombe, Bucks County, Pa.; Samuel Fort, late of Burlington County, New Jersey; Allen Jetty, Bucks County, Pa., and many others.

## BOVINE TUBER- CULOSIS DECLINING

In the nation-wide effort to eradicate tuberculosis from livestock, results have been unusually gratifying. During the fiscal year 1926 counties completed a series of tuberculin tests showing that infection had been present to the extent of not over one-half of one per cent. With the disposal of reactors and establishment of other safeguards the counties were recognized as virtually free from bovine tuberculosis. This number is greater than the total of all previous years, and brings the total list of such counties to 198. The acceleration of progress in establishing county-wide areas free from tuberculous cattle support the belief of department livestock officials that the task of eradicating bovine tuberculosis from the United States is feasible, though still of great magnitude and likely to require many more years.

During the progress of the present systematic campaign, which began late in 1917, the extent of bovine tuberculosis in the United States has declined from about 4 per cent to 2.8 per cent. These figures are estimates based on more than 25,000,000 cattle tested. A reduction in per cent means a large corresponding reduction—when applied to all cattle in the country—of economic losses and of menace to the livestock industry. More than that, the decline of the disease in cattle means that the menace to the human race, and especially to small children, is gradually being removed. The experience of inspectors engaged in field work has revealed scores of cases in which there was an intimate relation between tuberculosis among livestock and of people on the same farm, or who used raw milk from tuberculous cattle. Public sentiment is strongly behind the campaign to eradicate tuberculosis while the degree of infection is still low—which fortunately is the condition in most localities. Prompt and aggressive measures will save many human lives, reduce losses of animals, and put the stock raising industry on a safer, sounder basis.

Liberal appropriations for the work made this excellent progress possible. The testing is done only by trained and qualified men and under a system which insures economy of operation. The number of cattle tested during the year was 24 per cent greater than during the previous fiscal year, yet the demand for the work exceeded facilities for testing, and 4,000,000 cattle were on the waiting list for testing when the year closed. As further indication of public interest, a survey made during the year showed that over 1,200 cities and towns in the United States now have municipal ordinances requiring the tuberculin testing of cattle furnishing milk for consumption. The ordinances, the survey showed also, were being fairly well enforced except in about 1 per cent of the cases.

Meat inspection records for the year show a gratifying decline in tuberculous infection among hogs. Of the domestic animals besides cattle and hogs, poultry also are susceptible to tuberculosis. A survey showed that fowl tuberculosis is serious in several areas, especially around the Great Lakes and westward. Suitable field measures, combined with distribution of explicit directions for reducing losses, are the means being taken to improve the situation.

—Excerpts from the "Report of the Secretary of Agriculture Jardine, 1926".

## FEED-for results



**What Special Dairy has done for others**  
It will do for you!

Mr. R. R. Bartlett, Atwater, Minn., writes:

"We started feeding your International Special Dairy Feed about a week ago—Our cows have increased one-third in their milk flow since we started using this feed. We cannot speak too highly of it as it certainly does produce the milk."

### INTERNATIONAL SPECIAL DAIRY FEED

is guaranteed "to produce 20 extra quarts of milk per sack when fed in place of feed or ground grains and according to directions accompanying each sack."

Feed it as an entire grain ration or with home grown grains. If it fails to produce the results guaranteed, we will pay you the difference in milk cost.

Ask your dealer or write  
**International Sugar Feed Co.**  
Minneapolis, Minn. Memphis, Tenn.

### JUST HORSE SENSE

By E. Grant Lantz

The old "con" man said that you can always sell what you can't give away and here is where our story comes in. A perfectly good engineering service on farm buildings and not many takers. It might be our fault but that we have not carried the message to Garcia (meaning you) and so here goes.

You keep your car in first class condition by working on it when it needs repairs and you pride yourself on its operation but what about your farm buildings? The buildings are worth far more than the car and they are going to pieces at the same rapid rate. The only difference is that when the barn fails the stable will be filled with stove wood, hay, machinery and wheat instead of cows. There is another sort of garage man in that case but they call him an Agricultural Engineer and his job is to adapt engineering methods to your farm practice so that your barn will continue to give you first class service, both in length of life and in convenience of doing chores.

Another thing, a number of farmers who own tile silos have been letting a lot of first class silo juice be lost through cracks in the walls when a mortar of one part cement, three parts sand and ten per cent of hydrated lime would fix those mortar joints up in first class shape.

## Willard

### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

### Pusey & Young Storage Battery Station

West Chester, Pa. Cotesville, Pa.

## What would You Do

**—if you found abortion in YOUR herd**  
Walter Rasmussen found 40 of his pure-bred Holstein cows infected. Began using B-K—no more losses.

**If Your Calves Began To SCOUR and Die**  
What would you do? W. McClary says: "I had 33 calves too weak to stand. With B-K I saved them all."

**If afterbirth failed to clean-up—**  
C. Davis says in 20 years as herdman, he found "Nothing like B-K for treating retained afterbirth."

Every day we get letters such as "After using B-K we had the disease under control. It stopped further losses." But why wait till losses start—get B-K and use it to prevent disease and loss. "Send me your Book," writes J. S. Brown, for whom B-K saved a calf stricken with White Scour. "I wish to put B-K to all possible use." He's going to play safe. Why don't you?

**Write for FREE Book—Tells How**  
live stock diseases can be recognized, treated, and losses stopped by B-K. B-K is clean, clear, safe, non-poisonous, germ-killing—thorough disinfectant that leaves no odor. B-K is concentrated and cheap. (Costs only 15¢ per gallon diluted for use.) Buy a jug at your dealer's. Money back if not satisfied.

**General Laboratories**  
Dept. 108A Madison, Wis.

To control and prevent live stock disease—

**B-K**  
Buy a Jug Today



Let Us Design Your Stationery

Pedigree Catalogs a Specialty

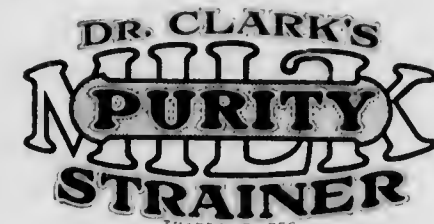
**Horace F. Temple**

Printer

Bell Phone No. 1 West Chester, Pa.

## Give Your Milk a Chance!

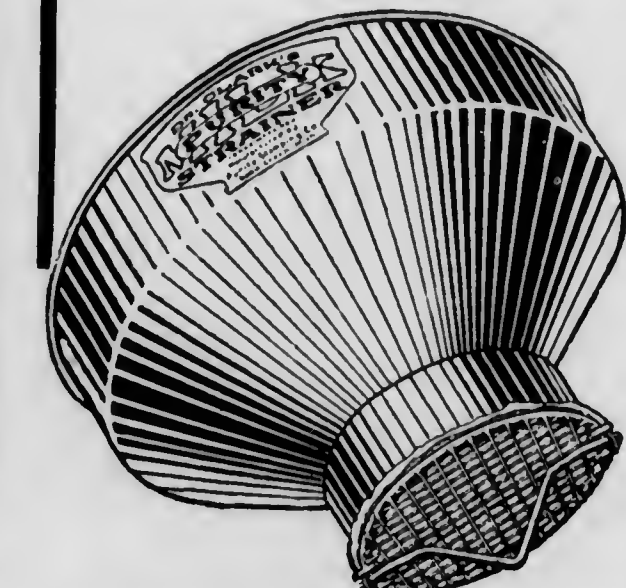
It's up to you whether or not you get top price for your milk. Old-fashioned methods of straining are to blame for dirty milk, and dirty milk never brings top prices. Dr. Clark's Purity Strainer gets ALL the dirt at one straining. It absolutely removes all sediment from milk—something no other strainer does. It's guaranteed to do that or money will be refunded. Give your milk a chance to earn better prices by getting a



Nothing but milk can pass through it. Thousands of farmers, dairies and condensaries use and endorse it. Whole cities have their milk supply strained through Purity Strainers. There's a big reason. The Purity is not only the most sanitary, but the easiest to clean and the simplest to use. Saves time and labor; lasts a lifetime.

Ask your dealer for the Purity Strainer—if he hasn't it, write us and we will gladly send you full particulars, including sizes and prices.

**Purity Stamping Co.**  
Dept. F Battle Creek, Mich



## UNADILLA SILOS

### So easy to erect

You need no expensive hired help to aid you in the erection of your Unadilla silo. Anyone around the place, man or boy, can be of sufficient help.

The parts are simple and fit perfectly. The staves are united with steel splines and the joints break correctly all around the silo.

The ease with which the Unadilla is erected will save you actual dollars and cents on your silo purchase.

Send for the big catalog showing also Unadilla water tubs, storage tanks and vats.

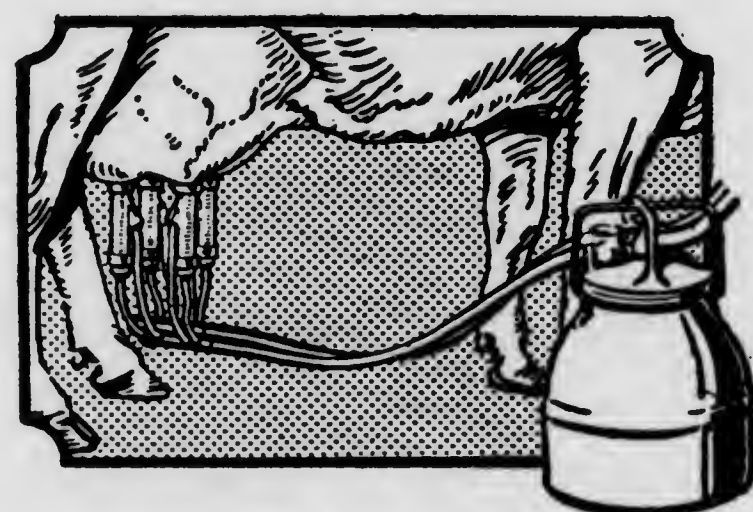
Easy payments if desired.

**UNADILLA SILO CO.**  
Box D Unadilla, N. Y.





# 2 HOURS EXTRA When you have a DeLaval Milker



**I**N a recent questionnaire received from 1160 De Laval Milker users in 47 states, this question was asked: "What saving in time and labor have you accomplished with the De Laval Milker?"

- 34.6 % said it saves 2.1 hours per day.
- 25.7 % said it saves entire time of one man.
- 14.3 % said it saves 50% in the time and labor of milking.
- 9.1 % said it saves entire time of two men.
- 1.2 % said it saves entire time of three men.
- .94 % [or only 11 out of a total of 1160] said it saves no time, and four of these eleven said it takes longer than by hand milking.

**\$175**  
and up  
for  
**De Laval  
Milker  
Outfits**

See Your  
De Laval  
Agent

## De Laval Milker The Better Way of Milking

### De Laval Cream Separator



The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

THE DE LAVAL SEPARATOR COMPANY  
New York, 165 Broadway

Chicago, 600 Jackson Boulevard  
San Francisco, 61 Beale Street

Send catalog checked — Milker ☐ Separator ☐

Name \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_ No. Cows \_\_\_\_\_

R. D. \_\_\_\_\_

# Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA,

NUMBER 10

## PENNSYLVANIA FARM PRODUCTS SHOW LARGEST EVER HELD MANY FARM ORGANIZATIONS HOLD MEETINGS

From every standpoint the Pennsylvania Farm Products Show, held in Harrisburg, during the week of January 17, was, without question the biggest and best show of this character, which has ever been held in this state and in fact probably the best of its kind that has been held anywhere in the United States.

Over 120,000 square feet of floor space was utilized for exhibit purposes, located in six different buildings. The ground floor space was 20,000 square feet greater than that used at last year's show.

Notwithstanding unfavorable weather conditions the attendance showed a marked increase. In one building alone, the Emerson Brantingham Building, the attendance was estimated as being between 50,000 and 60,000, while the attendance at all of the buildings, during the period of the show, was estimated at 150,000.

In addition to the general exhibit at the Farm Products Show, the number and scope of the many agricultural organizations was an important factor.

While the exhibits at the show were opened on Tuesday, January 18, the formal session began with a meeting of all groups of agriculturists at a session held in the Chestnut

Street Auditorium on the evening of that day. This meeting was attended by some 2500 farmers.

The retiring Secretary of Agriculture, Frank P. Willits, opened the meeting with a brief address. He thanked the farmers and the farm organizations for the support they had given him during his four years as Secretary of Agriculture and bespoke the same spirit of cooperation for his successor. The present Farm Products Show, he said, was the best that had ever been held and he pleaded for better facilities for the housing of this important feature of progress in Pennsylvania agriculture.

Mr. Willits then introduced Dr. Jordan, the new Secretary of Agriculture for the Commonwealth of Pennsylvania.

Dr. Jordan, in a brief statement said that he realized that he had an opportunity, through his department, to render

the farmers of the State a definite service and asked for their cooperation. He promised to develop a method of research work that would be beneficial to all farmers. He asked for an open minded consideration of the various problems of agriculture, with fairness to all and favors to none.

"The farmer", he said, "cannot live without the city, nor can the city live without the farmer and a greater understanding of the agricultural situation must be of mutual advantage."

He spoke for a better production pro-

## PENNSYLVANIA DAIRYMEN'S ASSOCIATION HOLDS ANNUAL MEETING OUTSTANDING PROGRAM AND BANQUET

The recent annual meeting of the Pennsylvania Dairymen's Association, held during the Pennsylvania Farm Products Show, Wednesday, January 19, 1927, was the best that the organization has ever held. The various topics presented and discussed were of a most interesting character. The attendance at the meetings exceeded an average of 250.

The day's session was called to order by Prof. A. A. Borland, of Pennsylvania State College, at 9:30 A.M., when an address was made by Dr. S. I. Bechdel,

Industry, Harrisburg, Pa., addressed the meeting on the Control of Contagious Abortion in Dairy Cattle and presented statistics regarding the Tuberculosis Eradication in Pennsylvania.

C. T. Conklin, Secretary of the Ayreshire Breeders' Association, presented an interesting address on the Ayreshire Herd Test Plan. "The unprofitable cow, regardless of how rich a pedigree she may have, is a menace to society and should be slaughtered," said Mr. Conklin. "The dairy cow and the dairyman are in competition for the use of the

same land and many of the same crops, and, only when the dairy cow can improve the quantity and quality of the nutrients from his land is her owner justified in keeping her."

"All purebred cattle breeders are becoming more interested in the herd test plan," Secretary Conklin said, "in which every animal in the herd is entered and herd averages for the year computed. In the past there has been a tendency to test just the best producers, but with the herd test plan, the poor producers are found and eliminated, thus improving the breed as well as the herd."

Business Session  
The annual business session

of the Pennsylvania Dairymen's Association was held at 1:30 P. M., when formal reports and an election of officers were held.

E. B. Fitts, professor of Dairy Husbandry Extension State College was elected president, succeeding Prof. A. A. Borland. Dr. L. M. Thompson, Montrose, Pa., President of the Holstein-Friesian Association of Pennsylvania, was re-elected Vice President; M. T. Phillips, Pomeroy, Pa., was re-elected Second Vice President; W. F. Shrum, was re-elected Third Vice President, and Robt. F. Brinton, Treasurer of the Inter-State Milk Producers' Association was re-elected Secretary-Treasurer.

### Resolution

The following resolutions, presented by the resolutions committee, consisting of R. W. Balderston, W. S. Wise and



Exhibits of the Penna. Fluid Milk and the Inter-State Milk Producers' Association and the Philadelphia Inter-State Dairy Council at the Penna. Farm Products Show

gram—"produce the best products possible, develop a good market for such crops and agriculture will prove to be a success".

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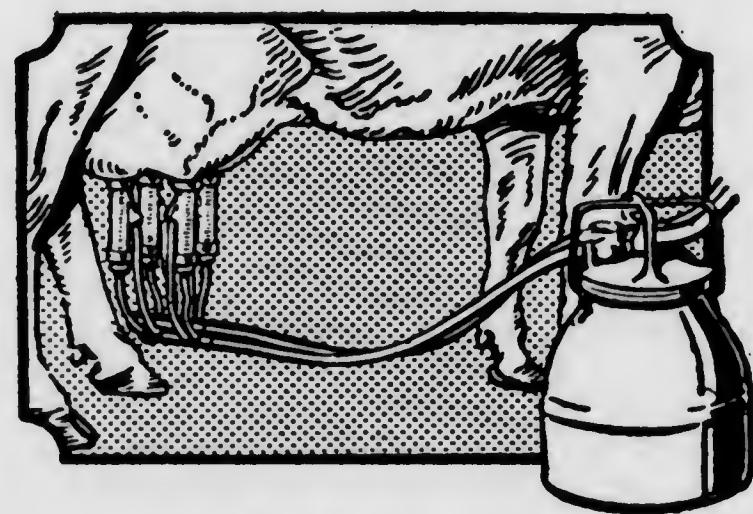
Dr. F. A. Marshall, Bureau of Animal

(Continued on page 2)





# 2 HOURS EXTRA When you have a DeLaval Milker



**I**N a recent questionnaire received from 1160 De Laval Milker users in 47 states, this question was asked: "What saving in time and labor have you accomplished with the De Laval Milker?"

- 34.6 % said it saves 2.1 hours per day.
- 25.7 % said it saves entire time of one man.
- 14.3 % said it saves 50% in the time and labor of milking.
- 9.1 % said it saves entire time of two men.
- 1.2 % said it saves entire time of three men.
- .94 % [or only 11 out of a total of 1160] said it saves no time, and four of these eleven said it takes longer than by hand milking.

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Outfits**

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### De Laval Cream Separator



The world's best cream separator. Has the wonderful "floating bowl." Guaranteed to skim cleaner. Furnished in seven sizes, with hand, electric or belt drive.

THE DE LAVAL SEPARATOR COMPANY, Dept. 9856  
New York, 165 Broadway  
San Francisco, 61 Beale Street

Send catalog checked — Milker ☐ Separator ☐

Name \_\_\_\_\_ Town \_\_\_\_\_ State \_\_\_\_\_ No. Cows \_\_\_\_\_

R. D. \_\_\_\_\_

# Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA,

NUMBER 10

## PENNSYLVANIA FARM PRODUCTS SHOW LARGEST EVER HELD MANY FARM ORGANIZATIONS HOLD MEETINGS

From every standpoint the Pennsylvania Farm Products Show, held in Harrisburg, during the week of January 17, was, without question the biggest and best show of this character, which has ever been held in this state and in fact probably the best of its kind that has been held anywhere in the United States.

Over 120,000 square feet of floor space was utilized for exhibit purposes, located in six different buildings. The ground floor space was 20,000 square feet greater than that used at last year's show.

Notwithstanding unfavorable weather conditions the attendance showed a marked increase. In one building alone, the Emerson Brantingham Building, the attendance was estimated as being between 50,000 and 60,000, while the attendance at all of the buildings, during the period of the show, was estimated at 150,000.

In addition to the general exhibit at the Farm Products Show, the number and scope of the many agricultural organizations was an important factor.

While the exhibits at the show were opened on Tuesday, January 18, the formal session began with a meeting of all groups of agriculturists at a session held in the Chestnut

Street Auditorium on the evening of that day. This meeting was attended by some 2500 farmers.

The retiring Secretary of Agriculture, Frank P. Willits, opened the meeting with a brief address. He thanked the farmers and the farm organizations for the support they had given him during his four years as Secretary of Agriculture and bespoke the same spirit of cooperation for his successor. The present Farm Products Show, he said, was the best that had ever been held and he pleaded for better facilities for the housing of this important feature of progress in Pennsylvania agriculture.

Mr. Willits then introduced Dr. Jordan, the new Secretary of Agriculture for the Commonwealth of Pennsylvania.

Dr. Jordan, in a brief statement said that he realized that he had an opportunity, through his department, to render

the farmers of the State a definite service and asked for their cooperation. He promised to develop a method of research work that would be beneficial to all farmers. He asked for an open minded consideration of the various problems of agriculture, with fairness to all and favors to none.

"The farmer", he said, "cannot live without the city, nor can the city live without the farmer and a greater understanding of the agricultural situation must be of mutual advantage."

He spoke for a better production pro-

## PENNSYLVANIA DAIRYMEN'S ASSOCIATION HOLDS ANNUAL MEETING OUTSTANDING PROGRAM AND BANQUET

The recent annual meeting of the Pennsylvania Dairymen's Association, held during the Pennsylvania Farm Products Show, Wednesday, January 19, 1927, was the best that the organization has ever held. The various topics presented and discussed were of a most interesting character. The attendance at the meetings exceeded an average of 250.

The day's session was called to order by Prof. A. A. Borland, of Pennsylvania State College, at 9:30 A.M., when an address was made by Dr. S. I. Bechdel,

Industry, Harrisburg, Pa., addressed the meeting on the Control of Contagious Abortion in Dairy Cattle and presented statistics regarding the Tuberculosis Eradication in Pennsylvania.

C. T. Conklin, Secretary of the Ayreshire Breeders' Association, presented an interesting address on the Ayreshire Herd Test Plan. "The unprofitable cow, regardless of how rich a pedigree she may have, is a menace to society and should be slaughtered," said Mr. Conklin. "The dairy cow and the dairymen are in competition for the use of the

same land and many of the same crops, and, only when the dairy cow can improve the quantity and quality of the nutrients from his land is her owner justified in keeping her."

"All purebred cattle breeders are becoming more interested in the herd test plan," Secretary Conklin said, "in which every animal in the herd is entered and herd averages for the year computed. In the past there has been a tendency to test just the best producers, but with the herd test plan, the poor producers are found and eliminated, thus improving the breed as well as the herd."

Business Session  
The annual business session

of the Pennsylvania Dairymen's Association was held at 1:30 P. M., when formal reports and an election of officers were held.

E. B. Fitts, professor of Dairy Husbandry Extension State College was elected president, succeeding Prof. A. A. Borland. Dr. L. M. Thompson, Montrose, Pa., President of the Holstein-Friesian Association of Pennsylvania, was re-elected Vice President; M. T. Phillips, Pomeroy, Pa., was re-elected Second Vice President; W. F. Shrum, was re-elected Third Vice President, and Robert F. Brinton, Treasurer of the Inter-State Milk Producers' Association was re-elected Secretary-Treasurer.

### Resolution

The following resolutions, presented by the resolutions committee, consisting of R. W. Balderston, W. S. Wise and

(Continued on page 2)



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Dr. F. A. Marshall, Bureau of Animal



# PENNSYLVANIA DAIRYMEN'S ASSOCIATION

(Continued from page 1)

Allen Miller, presented the following resolutions, which were unanimously adopted:

1. The Pennsylvania Dairymen's Association, in annual meeting assembled, hereby endorses the action of the State Department of Agriculture in condemning the manufacture and sale of the so-called "Viscolized Milk". We urge that the State Government take all necessary steps to break up the practice as being a fraud upon the consuming public.

2. The Pennsylvania Dairymen's Association expresses its approval of the work of the State Department of Agriculture in its endeavor to aid the dairymen of the state in conquering the scourge of contagious abortion. It is urged that this work be continued.

3. During the past few years, there has been a pronounced national trend toward the requirement of the tuberculin test by City Boards of Health for all dairy herds shipping to such cities, as shown by the annual report of the Secretary of Agriculture of the United States for 1926. There is at present a wide spread demand on the part of Pennsylvania dairymen to have their herds tested so as to be prepared to meet such requirements. We urge that the Pennsylvania State Legislature make adequate appropriation necessary to care for the estimated needs for such indemnification for the next two years as has been outlined by the State Department of Agriculture.

4. The Pennsylvania Dairymen's Association urges the State Legislature by appropriation to provide for the growing needs of State College, including adequate maintenance of the Department of Dairy Husbandry and a much needed new building for the teaching of Dairying and training in the processing and manufacturing of Dairy Products.

5. Resolved, that the Executive Committee of this Association be empowered to arrange that this Association be represented in any efforts that may be made to secure greater uniformity throughout the State and between neighboring States in the matter of sanitary requirements for the production and distribution of milk and cream.

6. Resolved that we urge the State of Pennsylvania to cooperate in the proper housing of the Pennsylvania State Farm Products Show, the largest of its kind in the United States.

Following the business session, Dr. E. B. Forbes, Director of the Institute of Animal Nutrition, State College, Pa., discussed the mineral nutrients for Dairy Cows.

E. M. Harmon, associate editor of the Dairy Farmer, Des Moines, Iowa, made an address on the Economic Facts for the man who milks cows.

The next speaker was T. E. Woodward, superintendent, United States Dairy Bureau Farm, Beltsville, Md. Mr. Woodward said in part, "Anyone buying all his feed, having all his work done and selling the products of his dairy at current wholesale prices would make little or no profit."

"The dairy farmer must grow part of his own dairy feed and the more productive his farm and the more feed he produces, the cheaper will be the cost of feeding his herd. The most successful milk producers are those men who are the best farmers. For economical milk production," he stated "is just about as much a matter of crop production as of

proper handling and feeding of dairy cows."

He urged that a proper balance be maintained between the size of the herd and the production of the farm. He urged "the importance of the value of a definite crop rotation, consistently followed. Records of crop production were just as essential as those of individual cow production. Legume hay and corn for the silo, fodder or grain should be produced on every dairy farm and pasture is advisable under most conditions."

Mr. Woodward also referred to the use of sprouted oats for non-breeding cattle, the use of sour milk for calf feed, increased milking of dairy cows, changes of milkers and the effect of the use of box stalls on dairy cows production.

The session closed with an informal round table discussion on the value of High or Low Protein Feeding for Dairy Cows.

## The Annual Banquet

The annual banquet of the Pennsylvania Dairymen's Association was held in the Masonic Temple, Wednesday evening, when some 375 dairymen participated.

Dr. L. M. Thompson, presided as toastmaster. As the first speaker of the evening, Dr. Thompson introduced Frank P. Willits, the retiring Secretary of Agriculture for the Commonwealth of Pennsylvania, who said in part that he was proud to have had the help and cooperation of the farmers and farm organizations throughout the state during his four years as Secretary of Agriculture. He paid tribute to the work of the Pennsylvania Council of Farm Organizations and referred briefly to his fight against the sale of Viscolized milk. He closed by thanking the farmers for their support and trusted that the same support be given his successor during the present administration.

Professor "Happy" Goldsmith, of the Philadelphia Inter-State Dairy Council, then made an address in which the value of the use of dairy products was definitely brought out in his usual happy manner.

Ralph W. Hetzel, president of Pennsylvania State College, made a brief address in which he pledged the support of State College for the interest of the farmers of the State.

A. J. Glover, editor of Hoards Dairyman, Ft. Atkinson, Wis., made an outstanding address on the subject of "Making Dreams Come True."

He stressed the fundamental necessity of building a profitable dairy industry. We have 23 million cows in this country, producing 117 billion pounds of milk annually. Are these cows what they should be? Dairying is a democratic industry, it is in the hands of many people. Are these 23 million cows efficient machines? In fact one third are not paying for their feed. Why do you keep them? Have you considered the expense of maintaining barns and stables for these cows? Have you considered the acreage of land required for their feed, for their milking and the handling of these milk producing factories? He expressed surprise that we have made the progress we have with these inefficient machines. It's a problem for the farmer at home—not for legislation.

Mr. Glover referred to the value of the Cow Testing Association as a remedy for the situation. Not only a question of cows is involved but the producers themselves must be checked

up. The problem can be solved by the Cow Testing Association. It will provide the information necessary to determine the value of the cow over the year's work—not on any forced test for record purposes. To develop a satisfactory herd a proven bull is necessary. The Cow Testing Association will get this information for us and build the dairy industry on a solid foundation.

Feeding is an important factor in the building of a dairy herd, low production can be attributed to a lack of protein in the ration. Proper balanced rations are absolutely necessary. We cannot ignore high protein content in the field of the dairy ration.

Quality of production is also a factor. Organizations such as the Inter-State Milk Producers' Association and the Dairy Council see the necessity of this and make quality a leading part of their program. This is vital to the success of the industry.

"Dreams do come true", with increasing population and greater consumption.

Tubercular cows are growing less in number. The people are going to demand milk free from tuberculosis germs and it will come sooner than we are ready for it.

Records show us that many cities now insist on tuberculosis free milk and many others are following in line. Farms should be clean from tuberculosis if only from an economic standpoint.

Your success in agriculture will depend on the kind of practices that you follow. We are in a changing age. Farm operations are changing from the standpoint of a "living" to that of a business. This requires careful thought and careful planning. In the dairy industry it means high quality cows, high quality production, sound business principles, organization and cooperation.

If the industry is built on a firm foundation success will be assured. Western competition in milk and cream under these circumstances can not be a menace, if you in the east, employ proper methods of production."

Hon. Charles G. Jordan, Secretary of Agriculture, Commonwealth of Pennsylvania, made an interesting address in which he pledged the support of the Department of Agriculture to the farmers. He asked for their cooperation in the consideration of the various programs as they arose.

He expressed himself most favorable for the continued program of elimination of tuberculous cattle from the dairy herds of Pennsylvania and prophesied that in less than ten years there would be no tuberculous dairy cattle in the state. Even before that time he believes milk from untested cows would be unsaleable.

## Announcement of Awards

George Taylor, Pennsylvania State College, in charge of the milk exhibits at the State Farm Products Show made the following announcement of prizes awarded.

## Special Prizes

Silver Loving Cup, presented by the Pennsylvania Federation of Holstein-Friesian Clubs, for the best sample of Holstein milk from pure bred herds. This prize went to D. E. Witherspoon, Franklin County, with milk scoring 96.

The Holstein-Friesian Club Trophy award presented by the State Federation of Holstein-Friesian Clubs for the high herd in the Pennsylvania Cow Testing Association went to Wm. Steigerwalt, Carbon County with a record of 14.443

pounds milk and 509.6 pounds butterfat.

The American Jersey Cattle Club, presented to the First Butler County Bull Association. A good medal of "Sociable Sybil" for the most outstanding bull association work in the state.

The same organization presented to A. A. Eshelman, Everett, Pa., a silver cup for the highest score Jersey milk, with a score of 98.5.

The Philadelphia Inter-State Dairy Council presented to S. H. Markey, Loysburg, a Stewart Clipping Machine, for the best sample of milk produced by a farmer holding a permanent permit issued by the Inter-State Dairy Council.

The Purina Mills Company, awarded to the Montgomery County Cow Testing Association a silver loving cup for the best cow testing association record, covering all breeds of cows.

The Montgomery County Cow Testing Association also won the award presented by the Holstein-Friesian Association for the best records made in the state.

## Ribbon Awards

The awards of ribbons for butterfat production in 1926 were announced by Prof. Gearhardt, State College, Pa., in charge of cow testing association work.

This year the herds averaging over 300 pounds of butterfat in one year totalled 377. In 1925 this total aggregated 301, having grown from 94 in 1920 and 9 in 1916.

The ribbons were in three colors, red, blue and purple, representing the production of 300, 350 and 400 pounds of butterfat for the year respectively.

The producers in the Inter-State Milk Producers' Association territory in the various grades were as follows:

## Herds Averaging 300 to 350 Pounds

Name	Address	County
Furman Gyger, Kimberston	Chesler	Chesler
S. J. Diehl, Bedford	Bedford	Bedford
Walter S. Bishop, Doylestown	Bucks	Bucks
Cook & Bennet, Langhorne	Bucks	Bucks
W. E. McMeen, Port Royal	Junata	Junata
J. E. Hindman, Tyrone	Huntingdon	Huntingdon
A. S. Graybill, Elverson	Chester	Chester
Isaac Yocom, Douglassville	Berks	Berks
C. J. Keller, Solebury	Bucks	Bucks
Ed. Quigley, West Chester	Chester	Chester
Rudy J. Yoder, Belleville	Mifflin	Mifflin
P. J. Cox, Warriors Mark	Huntingdon	Huntingdon
L. D. Weary, Carlisle	Cumberland	Cumberland
Norris Matthews, Pottstown	Chester	Chester
George S. Havens, New Hope	Bucks	Bucks
T. K. Wise, Thompsonstown	Junata	Junata
John C. Fleming, Belleville	Mifflin	Mifflin
F. W. Swartz, Spruce Hill	Junata	Junata
J. I. Smith, New Hope	Bucks	Bucks
N. H. Yoder, Spruce Hill	Junata	Junata
Clayton Gingrich, Hershey	Dauphin	Dauphin
T. H. Page, Paoli	Chester	Chester
S. W. Zook, Yardley	Mifflin	Mifflin
J. S. Briggs, Yardley	Bucks	Bucks
C. S. Kriebel, Doylestown	Bucks	Bucks
F. P. Allinson, West Chester	Chester	Chester
S. W. Zeigler, Mechanicsburg	Cum'land	Cum'land
C. G. Niesley, Mechanicsburg	Cum'land	Cum'land
F. B. Sellers, Jr., Carlisle	Cumberland	Cumberland
Geo. R. Shaul, Mechanicsburg	Cum'ld	Cum'ld
Jacob P. Yoder, Belleville	Mifflin	Mifflin
Harvey Murphy, Norristown	Mont'g	Mont'g
Warren G. Schultz, E. Greenville	Mont'g	Mont'g
Elwood Williams, Rainsburg	Bedford	Bedford
Wm. Lloyd, Downingtown	Chester	Chester
B. R. Byler, Allensville	Huntingdon	Huntingdon
Miss Anne McCormick, Harrisburg	Cum.	Cum.
G. J. Phillips & G. Neff, Alexandria	Han'	Han'
O. M. Woodward, Pennsburg	Mont'y	Mont'y
Wm. Rupp, Breinigsville	Lehigh	Lehigh
Miss L. T. Morris, Chestnut Hill	Mont'y	Mont'y
H. B. McCormick, Harrisburg	Cum'land	Cum'land
Masonic Farms, Elizabethtown	Lanc'r	Lanc'r
Oscar Ault, Lutzville	Bedford	Bedford
L. E. Beale, Port Royal	Junata	Junata
H. K. Leshers, Cedars	Montgomery	Montgomery
Walter McAfee, Glenn Moore	Chester	Chester
Howard Cummings, Millersburg	Daup'n	Daup'n
Paul N. Lehman, Carlisle	Cumberland	Cumberland
W. B. Rhoades, Oakburne	Chester	Chester
J. B. Meisel, Boiling Springs	Cum'land	Cum'land

(Continued on page 11)

# NEW JERSEY STATE FARM PRODUCTS SHOW HELD IN TRENTON, N. J.

The twelfth annual State Agricultural Convention and Farm Products and Equipment Show, under the auspices of the New Jersey State Board of Agriculture, was held in Trenton, N. J., January 11 to 14 inclusive.

Sessions were held by twelve State Agricultural Organizations, including the New Jersey Federation of County Boards of Agriculture, the New Jersey State Poultry Association, New Jersey State Potato Association, New Jersey Alfalfa Association, Holstein Friesian Cooperative Association of New Jersey, New Jersey Guernsey Breeders' Association, Inc., Farmers' Roadside Market Association of New Jersey, Fifth Annual Meeting of the New Jersey Home Bureau, New Jersey Beekeepers Association, New Jersey State Horticultural Society, New Jersey Swine Growers, and the Sixth Annual Rural Church Conference.

The Farm Products Show was held in the Armory. Here in addition to an elaborate poultry show, there were exhibits of potatoes, sweet and white; corn, apples and other farm products. In addition to the farm products display the New Jersey State Department of Agriculture made elaborate exhibits including displays by the Bureau of

Markets, Bureau of Animal Industry, Bureau of Statistics and Experiments and the New Jersey Market News Service. Interesting exhibits of the growth and development of the gypsy moth and the Japanese Beetle were shown.

Exhibits were also made by the New Jersey State Department of Conservation and Development, the State Highway Department, the State Police and the County Library Service.

Among the general exhibitors were the Holstein Friesian Association, the Guernsey Breeders Association, and the Philadelphia Inter-State Dairy Council.

Important organization meetings were held by the various associations during the time of the Convention.

The State Board of Agriculture at its meeting on Wednesday heard addresses by Hon. William S. Jardine, National Secretary of Agriculture; Hon. A. Harry Moore, Governor of New Jersey and Joseph S. Frelinghuysen, President of the State Board of Agriculture.

New members of the State Board of Agriculture include William L. Tomlinson, Laurel Springs, Camden County, and J. W. Miller, of Princeton. Mr. Miller is president of the Mercer County Board of Agriculture. Messrs. Tomlinson and Miller succeeded on the State Board Fred Lippincott, of Moorestown, and H. W.

Jeffers, of Plainsboro, whose terms expired this year.

## Resolutions Adopted

Resolutions adopted included an endorsement of the recommendation of the State Grange of an annual half mill tax for the support of the State University, the favoring of the Model Milk Ordinance as sponsored by the State Board of Agriculture and endorsed by the New Jersey State Board of Health, and the endorsement of the resolution of the National Grange recommending federal enforcement of a law to prohibit daylight saving time.

## Corn Show Prizes

Keen competition prevailed in the State corn show. In the county competition Monmouth took first place, Somerset, second, and Burlington, third. Banners were awarded in each instance. In the individual competition, results were as follows:

Ten-ear classes—Grand Champion, W. S. Pierce, Freehold; Sweepstakes, North Jersey, Hoffman Brothers, Somerville; Sweepstakes, South Jersey, David Croshaw, Wrightstown.

North Jersey individual exhibits—White, first, C. E. Everett, Neshaic; Yellow, first, Hoffman Brothers, Somerville; second, S. Elwood Croshaw, Hightstown; third, C. E. Everett, Nes-

haic; fourth, Higgins and Webster, Franklin Park. White Cap, first, Byron Hoffman, Somerville; second, Hoffman Brothers, Somerville; third, Nan Brothers, Mercer County; fourth, C. E. Everett, Neshaic. Flint, first, Hoffman Brothers, Somerville.

South Jersey — White, first, Stanley Pine, Freehold; second, C. B. Farman, Freehold; third, Frank McPherson, Cold Spring; fourth, Frank B. Richman, Erma. Yellow, first, Edw. Stewart, Hightstown; second, Howard B. Paggett, Deerfield; third, A. K. West, Robinsville; fourth, B. F. Stewart, Imlaystown. White Cap, first, Thomas Rogers, Allentown; second, Geo. Waln, Allentown; third, S. B. Taylor, Cold Spring; fourth, Ewing Brothers, Cold Spring. Single Ear Class—first, yellow, Ellis Croshaw, Wrightstown; flint, Hoffman Brothers, Somerville; white cap, Wm. H. Reid, Tennent; white, Hoffman Brothers, Somerville. Thirty-ear Seed Class—North Jersey, first, C. E. Everett, Neshaic; second, Byron Hoffman, Somerville; third, Hoffman Brothers, Somerville; fourth, S. Elwood Croshaw, Hightstown. South Jersey, first, Geo. Waln, Allentown; second, Edw. Stewart, Imlaystown; third, A. H. West, Robinsville; fourth, David Croshaw, Wrightstown.

## PENNSYLVANIA FARM WOMEN HOLD MEETING AT HARRISBURG

Several hundred rural women from every part of Pennsylvania met together for the two day convention of the Society of Pennsylvania Farm Women held in Harrisburg, January 19-20.

Most of these visitors, in addition to attending their own educational meetings, utilized the opportunity to see the exhibits of farm products, vocational schools and various state departments

shown as a part of the Farm Products Show.

Prof. H. K. Ober, President, Elizabethtown College, addressed the convention on "Child Rights". Dr. Ober said in part "Every child has a right to be well born, a right to grow up in a good Christian home, to have his motives understood, to be taught to be neat, prompt, accurate, and to keep his word."

Honorable Alvine Sherbine, of Johnstown, in speaking on "Rural Sociology"

said, "The country boys and girls who go to the cities carry with them a deep seated Americanism and a respect for the laws of their country that help produce the clean, law abiding citizenry of the large cities. There should be another stream of city bred youths who flow to the farm to learn an appreciation of real values."

Mrs. G. G. Strosnider, of Green County, told how women's clubs have benefitted the home and the community

by helping to bring about the labor saving devices in the home, by the advancement of child welfare, and the introduction of recreation centers and community houses for the community.

Dr. Hannah McK. Lyons, of the Philadelphia Inter-State Dairy Council, told how organized women could move things as they should be moved and block those things that should be blocked through cooperation of interest and energies.

## INTER-STATE MILK PRODUCERS' ASSOCIATION HOLD REGULAR MEETING

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association, was, by resolution, held in Harrisburg, Pa., on January 20, at the time of the Pennsylvania State Farm Products Show.

Those present included A. D. Allebach, F. P. Willits, S. K. Andrews, E. R. Pennington, J. H. Bennet, J. A. Porbaugh, Ira J. Bock, C. F. Prest, Albert Sarig, Robert F. Brinton, Frederick

Shangle, E. Nelson James, C. C. Tallman, J. W. Keith, R. I. Tussey, H. I. Lauver, Harry B. Stewart, S. Blaine Lehman, S. U. Troutman, A. R. Marvel, F. M. Twining, I. V. Otto, A. B. Waddington and R. W. Balderston, secretary. E. H. Donovan, the only absentee was detained at home by illness in his family.

The minutes of the meetings of the Directors and Executive Committee were approved, as were also the bills paid since the last meeting of the Directors.

Following the transaction of routine business, President Allebach announced the following legislative committee for the various states in which the Inter-State Milk Producers' Association operates.

Pennsylvania—F. P. Willits, J. H. Bennet and I. V. Otto; New Jersey—C. C. Tallman, Frederick Shangle, and A. B. Waddington; Maryland—A. R. Marvel, E. Nelson James and J. W. Keith; Delaware—E. H. Donovan.

Local milk marketing conditions were

discussed by Messrs. Tussey, Lauver, Otto and others.

President Allebach, discussed the general market conditions throughout the territory and outlined the policy of the organization in connection with several probable developments. The market on the whole was considered as being in very satisfactory condition.

Following the general discussion of legislative policies the meeting adjourned.

## CARE AND MANAGEMENT OF DAIRY COWS DISCUSSED IN NEW GOVERNMENT BULLETIN

"The best way for a man of moderate means to establish a high producing herd of dairy cattle is to start with a small number of cows and use good purebred bulls," says the United States Department of Agriculture in Farmers' Bulletin 1470-F, "Care and Management of Dairy Cows."

In experiments conducted by the department, cows that freshened in the fall months ranked highest in average yearly production of milk and butterfat, in cost of feed, and in income over cost of feed. Those that freshened in winter ranked second in these respects. On the

average those that calved in the spring and summer produced the least milk and butterfat and returned the smallest income over cost of feed. Several advantages in having cows freshen in the fall are as follows: Butterfat usually brings a higher price during the fall and winter months; labor is easier to obtain; and there is more time to care for the calves and for a large supply of milk. The dairyman who sells his milk to a city retail trade should have his cows freshen at all seasons of the year so as to keep up a steady, constant flow of milk. However, this point is not so important

for dairymen who separate the milk, sell cream, and use skim milk for feeding purposes.

Tests by the department also show the relation between the yield of milk and the frequency and regularity of milking.

The importance of keeping records on a dairy farm is also stressed in the new bulletin. Such records, by showing feed consumed and production of milk and butterfat, make it possible to feed intelligently and eliminate inferior animals.

Exercising cows by making them walk three miles a day was found to cause a greater feed consumption and a slightly

higher percentage of butterfat in the milk, but the quantity of milk remained about the same. So far as production is concerned a cow needs no more exercising than she will get by walking at will about the small yard.

The bulletin also contains much information relative to breeding, feeding, diseases, common ailments of cows and their treatment, types of dairy buildings, and sanitation. A copy of the publication can be obtained free as long as the supply lasts by writing to the United States Department of Agriculture, Washington, D. C.



## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

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### Editorial



Representative progress each year has been made by the exhibits of quality products at the Pennsylvania Farm Products Show. The array of samples of milk scored above 90 is an unanswerable argument to show the technical skill and detailed knowledge possessed by a very large group of our Pennsylvania dairy farmers. They and the consumers of their product are to be congratulated.

But there are some other aspects of this milk show that should be equally gratifying to all interested in a safe supply of milk for our great eastern markets, particularly Philadelphia, and for a satisfactory market for such milk.

First, it is significant that through the activity of the Inter-State Milk Producers' Association, the Quality Control Department of the Dairy Council, and co-operating dealers, not only were the major part of the milk samples at the Pennsylvania Farm Products Show from the Inter-State Milk Producers' Association territory, but practically all awards were won by producers within this same area.

Second, not only is the number of contestants in this show rapidly increasing from year to year, but the percentage of high scores is likewise increasing showing that old and new exhibitors alike are fully competent to produce milk of the very highest quality day by day.

According to A. J. Glover, Editor of Hoard's Dairyman, "as long as our dairy farmers in the eastern territory continue

to show that they can produce high quality dairy products, they have nothing to fear from the so-called western competition, if they also apply equal efficiency to the matter of economical production, including such items as properly balanced feeding, breeding for production, the elimination of disease and proper record keeping."

The Pennsylvania State Farm Products Show, held during the past month in Harrisburg, Pa., has again demonstrated the inadequacy of the housing facilities for this great exhibit, in fact the greatest in the United States. Suitable facilities for holding the many meetings of organized groups of agriculturists which are held in connection with the Show should also be provided.

With an attendance in one building alone of from 50,000 to 60,000 persons during the four days sessions and an attendance at all the exhibit buildings aggregating 160,000, it is quite evident that something should be done.

In view of all of the associated interests, a suitable exhibit place, within the immediate vicinity of or within the city of Harrisburg itself, should be available for this great show.

The intimation that a State Fair program might be developed to house this show does not appear to be feasible. The season of the year when such a state fair might be shown usually finds the farmer extremely busy. The time of the Farm Products Show finds him at a usual time of more or less leisure, and from the attendance at this show, it is evident that he attends its meetings and features and gets much return for his efforts.

In our opinion the Farm Products Show should continue to be held in the winter season and should be held within reasonable limits of Harrisburg, or within the city itself.

As we go to press we are advised that the Public Service Commission of Pennsylvania has revised General Order No. 27, referring to the extension of electric light and power into rural areas of the State.

We understand that the new form of the order is along lines provided by the joint committee of the State Council of Agricultural Association, and the State Electric Light Association, which joint committee has been holding numerous meetings during the past few months. It is believed that as revised, this order will stimulate extension of electric lines into new neighborhoods, and at rates and under such conditions as will be reasonable and generally satisfactory to everyone. We hope to bring further details regarding the revised order in an early issue of the "Review".

### NEW MARKET STANDARDS IN NEW JERSEY

New Jersey has adopted new standards in the grading of apples, peaches, white and sweet potatoes. This is reported as welcome news to the growers as well as the buyers of these products.

The new grades are identical with those in use by the United States Department of Agriculture.

"The wide spread use of one set of grade terms," says W. B. Duryce, State Secretary of Agriculture, "will help in the sale of the products, since the buyers favor this simpler form."

The benefit is chiefly to the growers, for the good reputation his products will bring him increased sales. The adoption of these grades is not compulsory, though their acceptance obligates the growers to fulfill the requirements.

## MARKET CONDITIONS In the Philadelphia Milk Shed During January

There has been little change in the seasonable market conditions for fluid milk at this time of the year. Following the holidays there was a gradual increase in the consumptive demand, which by the close of January reached about the normal.

With the higher average basic quantity, that is under the regulation which fixed the higher of either the 1925 or 1926 established basic quantity as the basic quantity for 1927, the volume of surplus milk, on the average, has been comparatively small. In fact under these conditions it is believed that on the average there will be little surplus milk until after the spring feeding starts in.

Market conditions on the whole are, with the exception of some few small towns, extremely good and in these towns conditions are steadily improving. In the city of Philadelphia the consumptive demand has kept the market well cleaned up.

Beginning with January, the first and second surplus provisions of the Philadelphia Selling Plan became effective and are quoted in detail on page 5.

### January Milk Prices

Grade B market milk, three per cent. butterfat content, (basic quantity average) delivered F. O. B. Philadelphia during January, is quoted at \$3.29 per hundred pound.

The price of basic milk of the same grade and butterfat content delivered at Receiving Stations in the 51-60 mile zone, from Philadelphia for the month of January is quoted at \$2.71 per hundred pound. The usual butterfat differentials and freight rate variations applying in all cases.

The price of Class I surplus milk for January, 3 per cent. butterfat content, at all receiving stations is quoted at \$1.97 cents per hundred pounds. The price of

Class II surplus milk for January, 3 per cent. butterfat content is \$1.57 per hundred pound.

### Feed Prices

The tendency of the dairy feed market has been a trifle firmer. In most cases the advance in quoted prices has been small, ranging from a few cents up to 60 cents a ton over those of a month ago. In the higher protein mixed feed prices have advanced about 65 cents. The only sharp decline of the month has been in Gluten feed, which declined nearly two dollars a ton. Medium mixed hay is firm at unchanged prices.

### January Butter Prices

From an unsteady market at the close of December there has been a comparatively steady decline in prices during January, with a slight reacting tendency at the close of the month.

Early in January prices of 92 score, solid packed butter, New York City, declined sharply from 54 to 51 cents a pound. A slight rally followed, but it was but temporary. In mid-month the price dropped to 48 cents and ranged from that figure up to 49 cents. At the close of the month there was a slight upward trend with prices ranging up to 51 cents.

On the other hand stocks on hand in warehouses reflect a different condition when it is noted that in mid-January, it was reported that there were 18,430,000 pounds less than the same period last year.

Some heavy importations from New Zealand and Denmark may have influenced the market, but it is understood much of this butter has been held off the market.

The average price of 92 score butter, New York City, on which the basic prices for January surplus prices were computed was .4993 cents per pound, as compared with .5465 cents last month.

## GOVERNOR FISHER MAKES APPOINTMENT OF SECRETARY OF AGRICULTURE

For some time the farmers of the State of Pennsylvania have been very much interested in the probable appointee to the Governors' Cabinet who would fill the post of Secretary of Agriculture.

There were many candidates in the field and not until a few days before Governor Fisher took the oath of office, was the appointee definitely made public.

The choice fell to Dr. Charles G. Jordan, of Lawrence County. The new secretary has had a wide public experience—he is a minister, has served as a Chautauqua lecturer, was a member of the legislature and a farmer, largely interested in the beef breeds of cattle and sheep.

### Deputy Secretaries Named

Announcement has been made of the appointment of Raymond G. Bressler, assistant dean of Pennsylvania State College, as Deputy Secretary for the Pennsylvania Department of Agriculture, by Secretary C. J. Jordan.

### CATTLE TESTS

On a yearly retest for tuberculosis among cows in the four townships of the lower end of Chester County, State veterinarians say that only 32 were found to be suffering with symptoms of the disease out of about 1900 animals.

According to Dr. D. E. Hickman, the percentage is exceptionally low for that large a number. The initial test, which

was made twelve months ago in that section, wiped out a large number of cattle from the herds. These cows for the most part have been replaced with animals from counties of other States, where testing on the area basis has been in progress for a number of years.

—Daily Local News, 1-27-'27, West Chester, Pa.

## LATEST MARKET PRICES

The basic price quoted below for January, 1927, is to be paid by cooperating dealers on the average basic quantity established by each producer. For all milk bought in excess of the basic amount, the surplus prices quoted below for the month of January are to be paid. Beginning with January the basic quantity will be established by using the higher average basic quantity established in October, November and December of either 1925 or 1926. These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is not to be paid by producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

- (1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46% quarts) of all milk purchased from any producer at price listed hereon.
- (2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46% quarts) of all milk bought from members of said Association.
- (3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46% quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

BASIC PRICE		BASIC PRICE	
January		January	
F. O. B. Philadelphia		Country Receiving Stations	
GRADE B MARKET MILK		GRADE B MARKET MILK	
Test per cent.	Price per 100 lbs.	Test per cent.	Price per 100 lbs.
3.05	\$3.29	3.05	\$3.29
3.1	3.33	3.1	3.33
3.15	3.37	3.15	3.37
3.2	3.41	3.2	3.41
3.25	3.45	3.25	3.45
3.3	3.49	3.3	3.49
3.35	3.53	3.35	3.53
3.4	3.57	3.4	3.57
3.45	3.61	3.45	3.61
3.5	3.65	3.5	3.65
3.55	3.69	3.55	3.69
3.6	3.73	3.6	3.73
3.65	3.77	3.65	3.77
3.7	3.81	3.7	3.81
3.75	3.85	3.75	3.85
3.8	3.89	3.8	3.89
3.85	3.93	3.85	3.93
3.9	3.97	3.9	3.97
3.95	4.01	3.95	4.01
4.0	4.05	4.0	4.05
4.05	4.09	4.05	4.09
4.1	4.13	4.1	4.13
4.15	4.17	4.15	4.17
4.2	4.21	4.2	4.21
4.25	4.25	4.25	4.25
4.3	4.29	4.3	4.29
4.35	4.33	4.35	4.33
4.4	4.37	4.4	4.37
4.45	4.41	4.45	4.41
4.5	4.45	4.5	4.45
4.55	4.49	4.55	4.49
4.6	4.53	4.6	4.53
4.65	4.57	4.65	4.57
4.7	4.61	4.7	4.61
4.75	4.65	4.75	4.65
4.8	4.69	4.8	4.69
4.85	4.73	4.85	4.73
4.9	4.77	4.9	4.77
4.95	4.81	4.95	4.81
5.0	4.85	5.0	4.85

When milk is not tested, the price f. o. b. Philadelphia is 8 cents per quart.

JANUARY SURPLUS PRICE		JANUARY SURPLUS PRICE	
F. O. B. Philadelphia		F. O. B. Philadelphia	
Class I		Class II	
Test per cent.	Price per 100 lbs.	Test per cent.	Price per 100 lbs.
3.05	\$1.97	3.05	\$1.57
3.1	1.99	3.1	1.59
3.15	2.01	3.15	1.61
3.2	2.03	3.2	1.63
3.25	2.05	3.25	1.65
3.3	2.07	3.3	1.67
3.35	2.09	3.35	1.69
3.4	2.11	3.4	1.71
3.45	2.13	3.45	1.73
3.5	2.15	3.5	1.75
3.55	2.17	3.55	1.77
3.6	2.19	3.6	1.79
3.65	2.21	3.65	1.81
3.7	2.23	3.7	1.83
3.75	2.25	3.75	1.85
3.8	2.27	3.8	1.87
3.85	2.29	3.85	1.89
3.9	2.31	3.9	1.91
3.95	2.33	3.95	1.93
4.0	2.35	4.0	1.95
4.05	2.37	4.05	1.97
4.1	2.39	4.1	1.99
4.15	2.41	4.15	2.01
4.2	2.43	4.2	2.03
4.25	2.45	4.25	2.05
4.3	2.47	4.3	2.07
4.35	2.49	4.35	2.09
4.4	2.51	4.4	2.11
4.45	2.53	4.45	2.13
4.5	2.55	4.5	2.15
4.55	2.57	4.55	2.17
4.6	2.59	4.6	2.19
4.65	2.61	4.65	2.21
4.7	2.63	4.7	2.23
4.75	2.65	4.75	2.25
4.8	2.67	4.8	2.27
4.85	2.69	4.85	2.29
4.9	2.71	4.9	2.31
4.95	2.73	4.95	2.33
5.0	2.75	5.0	2.35
	2.77		2.37

JANUARY BUTTER PRICES		JANUARY BUTTER PRICES	
92 Score Solid Packed		92 Score Solid Packed	
Philadelphia	New York	Chicago	St. Louis
54	53	48 3/4	48 3/4
55	54	49 1/4	49 1/4
56	55	49 3/4	49 3/4
57	56	50 1/4	50 1/4
58	57	50 3/4	50 3/4
59	58	51 1/4	51 1/4
60	59	51 3/4	51 3/4
61	60	52 1/4	52 1/4
62	61	52 3/4	52 3/4
63	62	53 1/4	53 1/4
64	63	53 3/4	53 3/4
65	64	54 1/4	54 1/4
66	65	54 3/4	54 3/4
67	66	55 1/4	55 1/4
68	67	55 3/4	55 3/4
69	68	56 1/4	56 1/4
70	69	56 3/4	56 3/4
71	70	57 1/4	57 1/4
72	71	57 3/4	57 3/4
73	72	58 1/4	58 1/4
74	73	58 3/4	58 3/4
75	74	59 1/4	59 1/4
76	75	59 3/4	59 3/4
77	76	60 1/4	60 1/4
78	77	60 3/4	60 3/4
79	78	61 1/4	61 1/4
80	79	61 3/4	61 3/4
81	80	62 1/4	62 1/4
82	81	62 3/4	62 3/4
83	82	63 1/4	63 1/4
84	83	63 3/4	63 3/4
85	84	64 1/4	64 1/4
86	85	64 3/4	64 3/4
87	86	65 1/4	65 1/4
88	87	65 3/4	65 3/4
89	88	66 1/4	66 1/4
90	89	66 3/4	66 3/4
91	90	67 1/4	67 1/4
92	91	67 3/4	67 3/4
93	92	68 1/4	68 1/4
94	93	68 3/4	68 3/4
95	94	69 1/4	69 1/4
96	95	69 3/4	69 3/4
97	96	70 1/4	70 1/4
98	97	70 3/4	70 3/4
99	98	71 1/4	71 1/4
100	99	71 3/4	71 3/4

Uncle Ab says the farmer who guesses about his farm operations generally spends a lot of time guessing how he is going to pay his debts.

**FEBRUARY PRICES**  
Inter-State Milk Producers' Association  
The price paid for basic milk during February, will, subject to market conditions, be the same price as quoted above for January, 1927. The basic quantity will be established by using the higher of the 1925 or 1926 established basic amounts. First surplus milk, in amount equal to the basic quantity, will be paid for on the basis of 92 score butter prices for the month at New York City, plus 20 per cent. Second surplus milk, represented by the amount in excess of the first surplus will be paid for on a flat 92 score butter price for the month at New York City.

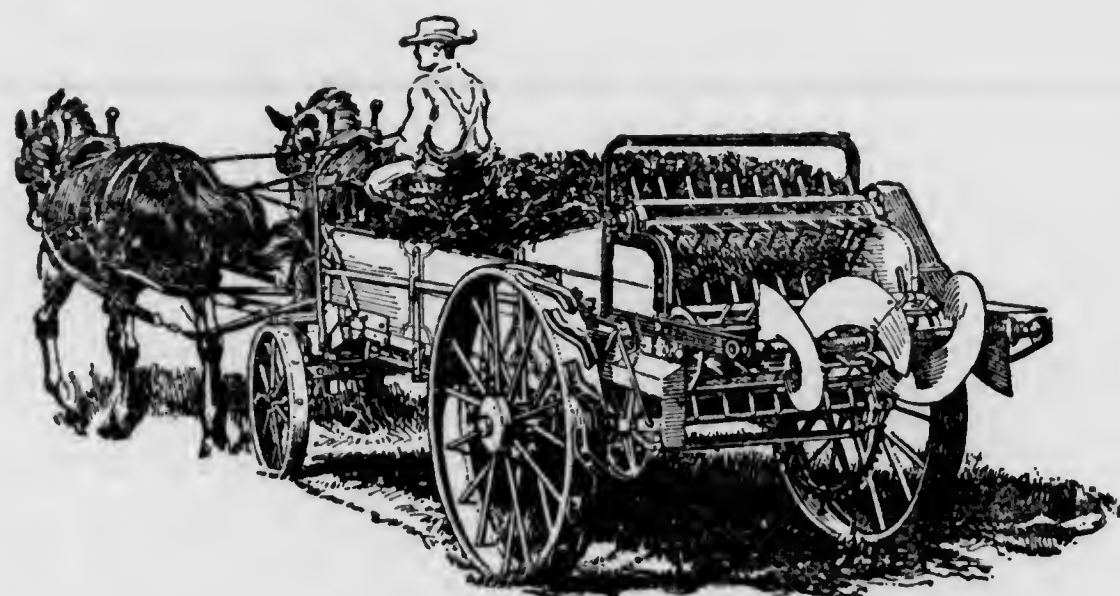
SURPLUS PRICES		
Monthly Surplus Prices		
4% milk at all receiving stations		
1926		
January	2.15	1.79
February	2.13	1.77
March	2.04	1.69
April	1.87	1.55
May	1.92	1.50
June	1.95	1.62
July	1.92	_____
August	1.96	_____
September	2.10	_____
October	2.21	_____
November	2.37	_____
December	2.59	_____
1927		
January	2.37	1.97



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## SECRETARY WILLITS HONORED

Former Secretary of Agriculture, Frank P. Willits, of the Commonwealth of Pennsylvania was fittingly honored at a meeting held by the various members of the Department, in Harrisburg, Pa., on January 15th. About two hundred persons attended including members of the department, the State Grange, the State Council of Farm Organizations and the Inter-State Milk Producers' Association.

Former Deputy Secretary McKee acted as chairman. Former Governor, Gifford Pinchot made a brief address in which he complimented Mr. Willits for his most efficient service as Secretary of Agriculture. "Mr. Willits, he said, was the best Secretary of Agriculture that Pennsylvania has ever had."

Addresses were also made by Mr. John H. Light, Secretary of the Pennsylvania State Grange; Miles Horst of the State Council of Farm Organizations and H. D. Allebach, President of the Inter-State Milk Producers' Association.

Dr. James W. Kellogg, chief of the Department of Foods and Chemistry, speaking for the employees of the Department of Agriculture, presented Mr. Willits with a gold watch and chain as a token of their regard. Mrs. F. P. Willits, wife of the Secretary, who was also at the meeting was presented with a silver pitcher as a mark of the esteem in which she was held by the employees.

Following the adjournment of the meeting, former Secretary and Mrs. Willits held an informal reception.

## JAPANESE BEETLE

Tentative regulations for the control of the Japanese beetle have been submitted to the New Jersey Department of Agriculture by the Federal authorities, announces Secretary W. B. Duryee.

In order to make effective the quarantine and to facilitate the movement of farm products out of the area it has been necessary to make stringent rulings. The Department states that there will be a flat embargo on sweet corn and beans, and that consequently this produce cannot be moved out of the quarantined area. The Federal regulations will prevent South Jersey growers from shipping their late canhouse tomatoes to Baltimore.

Farm products that can be handled in such a manner as to free them from beetles can be moved. No restrictions are placed on sweet or white potatoes when they are free from soil, and dried fruits, dried vegetables and grains will move without certification. When hay and straw are used as packing material it need not be certified.

During the past season, the beetle extended the area of infestation. As a consequence the infested territory now includes all of New Jersey and parts of Connecticut, New York, Pennsylvania and Delaware. Although the entire state is under quarantine there will be no interference with shipments of produce from New Jersey farms distantly removed from points of infestation.

## CORRECTION

In the article "Do Improvements Pay" in the December issue of the "Milk Producers' Review" credit for the "one cow milk house" and "one cow silo" was given to E. J. Schmoeyer, Kempton, Pa. This credit should have been given to William Seckler, Kempton, Pa. We regret this error in the preparation of the article.—Editor.

## THE WRONG VIEWPOINT

The testing of the herds of cattle in this neighborhood is progressing, and the results are most surprising. Only a few reactors, most herds being given a clean sheet. This is the strongest argument in favor of the "clean-up" a year ago that can be produced. Not one dairyman can be found who would willingly part with his clean cattle and take back his old herd, with several cattle always with a cough, others under suspicion, and a few going out each year to the bologna man. The most of the farmers who have had no reactors in the present test are smiling, and explain that they are glad because they do not have to clean up, i.e., to disinfect their barns and stables as was done last spring.

This is where they are in wrong. Farmers who want to play safe will clean up on their own initiative, just as a wise precaution and to subdue any germ of tuberculosis that may be lurking in the stables or in the litter, where the sunlight does not penetrate. If your herds are clean, keep them so. Use disinfectant and lime frequently and systematically. Sweep down the cobwebs, brush out the entries, spray the walls and ceilings, using approved material that will cost but little.

Do not rejoice that you do not have to clean up under State supervision. It is better to be glad that your cattle are clean and that you are doing everything in your power to keep them that way.

We knew an old farmer years ago who kept a jug of asafetida solution in his stables. Once a day, at least, when he fed his cattle and horses, he dampened their feed from the jug. He did not know the scientific theory of this treatment, only that "it was good for their systems". He fed stock tonic powders and felt justified when his cows milked the maximum and his steers were sleek and fat.

It is largely because of neglect of stock sanitation that bovine tuberculosis became so grave a menace in our State that the authorities had to take a hand in the job. So it is no cause to rejoice that the barn does not have to be cleaned up. It will be time to laugh when the clean herds can be kept that way; when the air the cattle breathe is pure and their stables are so sweet that germs will take to the outdoors and die in the sunlight.

Put in a little spare time, if you busy farmers can find any, and "clean up" regardless of the State's mandate. Keep your herd free from contamination by cutting out the old practice of loaning his services indiscriminately. Raise only calves from cows who are consistent milkers and testers above the requirement. The future of the dairy business in our clean areas depends largely on the efforts of the dairymen within the borders to keep these areas clean. Don't buy a cow subject to a retest without seeing that the retest is made in time. And above all, don't rejoice that you don't have to "clean up".—(Reprinted from an article in the Oxford, (Pa.) Press, January 27, 1927.)

## GIVE HENS ROOM TO EAT

Hens have fairly regular times when they feed. In the morning when they leave the roosts, the whole flock is ready to feed at the mash hoppers. After they have eaten, only a few may come to the hoppers at a time for the next several hours. Then they all seem to get hungry at once and there is another rush for the hoppers. For that reason there should be at least fifteen feet of hopper feeding space per one hundred hens.

## PENNSYLVANIA FARM PRODUCTS SHOW

(Continued from page 1)  
Show were housed in six buildings, all within easy access.

The principal exhibit was held in the Emerson Brantingham Building where three floors were devoted to displays. The first floor showed dairy products, dairy equipment, farm and garden machinery and equipment, etc. The second floor housed the potato show, apilary products and equipment, small farm equipment, supplies, etc. The third floor was devoted to an elaborate apple show, orchard supplies, machinery and equipment.

On the first floor of this building was shown the exhibits of milk and butter as shown by the reproduction on page 1, while on page 11 is a detailed statement of the various awards.

In the Harrisburg Duco Company Building there was an elaborate display of sheep and swine.

In the Chestnut Street Market House there was a large exhibit of poultry and pigeons.

At the Vance Building, corn, small grains, wool and eggs were shown in competition for prizes. This same building housed an interesting educational exhibit. Boys and girls vocational school work (referred to on page 9) and exhibits by the various state departments.

A baby beef show was housed in the International Harvester Building while the exhibits of Dairy Cattle were in the Felton Building. In the show of dairy cattle animals from the four major breeds, Ayrshire, Guernsey, Jersey and Holstein Friesian, were displayed. The breed associations also had exhibits in this building while during the period of the show, demonstrations, using actual cows for the purpose of illustration, were given by various authorities.

## Group Meetings

During the period of the show, important meetings were held by the following organizations:

State Council of Agricultural Organizations of Pennsylvania.

Meetings of members of the former State Board of Agriculture and Institute Lecturers.

Society of Pennsylvania Farm Women.

Pennsylvania Dairymen's Association.

Pennsylvania Ayrshire Breeders' Association.

Penna. Guernsey Breeders' Assn.

Pennsylvania Federation of Holstein-Friesian Clubs.

Pennsylvania Jersey Cattle Club.

Pennsylvania Hereford Cattle Breeders' Association.

Pennsylvania Breeders' Association.

Penna. Berkshire Breeders' Assn.

Pennsylvania Sheep Breeders' and Cool Growers' Association.

Penna. Poland China Breeders' Assn.

Penna. Chester White Breeders' Assn.

Pennsylvania State Duoc Jersey Breeders' Association.

Penna. Veterinary Medical Assn.

State Horticultural Association of Pennsylvania.

Penna. Vegetable Growers' Assn.

Pennsylvania Potato Growers' Assn.

Pennsylvania Bee Keepers' Assn.

Pennsylvania State Poultry Assn.

Pennsylvania State Pigeon Show Assn.

Pennsylvania Association of Market Masters.

Pennsylvania Farm Bureau Federation.

Pennsylvania Threshermen and Farmers' Protective Association.

Pennsylvania Farmers' Cooperative Federation.

Eastern States Farmers' Exchange.

# The FEED makes good or we do!

Feed two bags  
under our  
guarantee

More Milk Or It Costs  
You Nothing

"Feed 200 pounds of Larro to any one cow; then if your own figures do not show that she gave more milk on Larro, or if for any other reason you are not entirely satisfied, return your two empty sacks and unused Larro and get every cent of your money back."

Dealers selling Larro are authorized to carry out the terms of this agreement.

What can be fairer, or more sweeping, than the Larro guarantee—"the feed makes good, or we do?"

You get two bags from your dealer and feed them to one of your cows. If Larro does not produce more milk, or if for any other reason you are not satisfied, return the empty sacks and get your money back.

We stand squarely behind our dealers in making good this guarantee, which has been in effect for fifteen years.

Larro makes good—has always made good, with all dairy breeds, because the quality is there, because the formula never changes and because Larro manufacturing methods insure absolute uniformity whenever and wherever you buy. That is why we dare guarantee it.

Ask the Nearest Dealer

THE LARROWE MILLING COMPANY  
DETROIT MICHIGAN

# Larro

The SAFE Ration for Dairy Cows

Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

(643)

## FARMERS KNOW WHERE DOLLARS COME AND GO

Eight hundred and ten Pennsylvania farmers know what their farms are doing, the annual report of E. L. Moffitt, extension farm management specialist of the Pennsylvania State College, shows.

During 1926, there were 810 farm account books distributed to farmers of the state. Of this number, 225 were summarized. Poultrymen kept the most records, 343 being in this group. Among other types of farmers, 188 kept crop cost records, 143 recorded the costs of milk production, 43 kept records on the cost of producing beef, and 25 employed this means of knowing exactly what price they were paying brood sows for their little pigs.

The farm management specialists assisted 480 farmers during the year with management problems, and 1918 farms were visited. In 25 instances, assistance was extended to farmers in the preparation of farm leases. One hundred and three lectures were given to 3953 farmers.

## STATE COLLEGE TO RADIO "FARM AND GARDEN" PROGRAMS

Rural residents of Pennsylvania are to have a special radio informational service each Monday night from the Pennsylvania State College broadcasting station WPSC. The rebuilt radio station at the college started the broadcasting of programs several weeks ago and it is planned to give a "Farm and Garden" program with the assistance of the college agricultural specialists every Monday night at 8 o'clock. Timely hints and talks will be featured together with emergency advice to farmers and gardeners.

The college station operators are anxious to determine the extent and quality of WPSC reception in the rural sections of the State, and because the service will be of direct benefit to the people of these districts, the operators request reports on efforts to tune in the State College broadcasts. The station is operating on a 261 meter wave length.

## PERMITS AND LICENSES MUST BE RENEWED

Dr. James W. Kellogg, director of the Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture, cautions all milk dealers and operators of milk receiving plants that permits required by State law must be renewed on January 1, 1927. All weighers, testers, and samplers of milk must also have their licenses renewed. This caution is issued for the benefit of the few negligent parties who do not take the letter of the law seriously or who have carelessly delayed securing the permits.

The renewal of all licenses and permits is a legal requirement and must be promptly attended to, otherwise, it will be necessary to bring prosecution for violation of the law.

It will save labor next spring if lime is spread on the land this winter.

Clean cultivation is one of the best safeguards against insect damage to fruit trees.





## CULTIVATE A MERRY MOOD AT THE TABLE

### Some Facts Worth Considering

When we were very young and until we were somewhat older, a trip was a most exciting experience. The immediate effect of it was to make us utterly unable to eat any breakfast on the eventful day. Our tummies seemed to contract and just refuse to accept any food. We were not hungry. Being "journey-proud" the grown ups called it. You all know the feeling.

As we have grown in wisdom we have learned that our nervous system keeps very close tab on our digestion, our nerves being very sensitive to our emotions of joy, or fear, anger, pain or hunger.

Children show very quickly the effect of hunger on their nerves. If their meal is delayed past the regular hour they are restless and often fretful. It is well for Mother to remember this on Sunday mornings when grown-ups like to sleep and breakfast is later than usual. A few crackers or a glass of milk helps wonderfully to keep the children happy until the family is ready to eat. This situation is very apt to arise with little folks who have given up their bottle but are not yet on a big boy's program.

"Too tired to eat" is a state of exhaustion that reacts on the digestion. It is very much better to use the time resting than trying to eat at such a time.

When the digestion is out of sorts our whole well-being is affected. We are apt to be irritable and worried and hard to live with; we are soured in our outlook on life and see things through blue glasses. In other words we are a pessimist. We think entirely too much about ourselves and always have a long tale of woe about what we have eaten and what we cannot eat.

We should be entirely unconscious of our digestive processes. They are absolutely painless. They function much better when left alone to tend to their own business which they are preeminently qualified to do.

While the immediate connection between our digestions and our temperament is obvious, our state of mind has just as tangible an effect on our digestion and health. When we worry over this and that thing that may happen but never does, we tend to strengthen and build up a most undesirable habit—Always looking on the dark side of things is only a habit but the more strongly it is established the harder it is to uproot.

Since our digestion plays such an important part in our lives, the first thing to do is to see that it is in first class condition. No machine is expected to do its best work when the joints need oiling and screws need tightening. The various parts of the human machine can not be replaced when they are worn out, so we must take especially good care to eliminate friction and unnecessary strain. The only way to do this is to build up a strong healthy body.

Dr. E. V. McCollum says our standards of health are too low; that we do not know what to expect of a 100% standard; we are too easily satisfied. This is undoubtedly true, we take aches

and pains as necessary evils without a clear conception of what life would be without them. We are learning. The school health inspectors see an improvement in the children. All this health talk is beginning to show results.

If there should be any organic trouble the case belongs under a doctor's care. Very often our below par condition is due to our carelessness in carrying out the eight simple health rules.

Several elements contribute to the

table in the kitchen be careful to watch up these points for them. Their digestions reflect their surroundings as yours do.

That the food is well chosen and well cooked goes without saying.

Most important of all the factors contributing to the pleasant meal is the matter of table talk. It should be cheerful, interesting, informing and above all kindly. Where there are growing children at the table the general character

of constant effort aided by good health.

Dr. McCollum most clearly points out the way and this wholesome attitude toward life when he says:

"There can be no better advice about safeguarding the digestion than the daily practice of the fundamental principles of religion as taught by the New Testament. Among the special precepts is to take no thought for the morrow, i.e., stop worrying. Faith and the doing of good works; the relaxation of mind and body which goes with prayer, and the exercise of disinterested philanthropy are the most effective means of restoring to normal functioning a digestive system which is debilitated by dietetic errors and misused by the major emotions.

#### A Few Appetizers

Toward the end of the winter season we cast around for something new to tempt the family appetite. These dishes will offer a variation.

#### Cream of Vegetable Soup

- ½ c. finely chopped pork or bacon
- 1 medium diced onion
- 1½ c. diced potato
- ½ c. diced carrot
- 1 medium green pepper chopped,
- or 1 tbsp. chopped parsley
- 1 c. diced turnip

Cook vegetables and pork until tender in just enough water to cover. Add this mixture of vegetables and water to 4 cups thin cream sauce (4 c. milk, 4 tbsps. flour, 4 tbsps. butter). Season to taste and serve hot.

Vegetables may be browned with bacon or pork in a frying pan before boiling—this gives a different flavor.

This soup, together with whole wheat bread and butter and a simple dessert is sufficient for a whole meal.

#### Cream of Potato Soup

- 4 medium potatoes
- 2 slices onion
- 2 strips bacon

Wash, peel, cut in cubes and cook potatoes in enough water to cover until tender. Rub through a strainer. There should be 2 cups mashed potatoes and liquid. Add this mixture (left-over potatoes may be used) to 3 cups of thin cream sauce (3 c. milk, 3 tbsps. flour, 3 tbsps. butter). Season to taste. Add 2 tbsps. chopped parsley before serving.

A different flavor may be obtained by adding catsup, leeks or celery instead of onion. Cut leeks or celery in very thin slices crosswise, and cook in with the potatoes.

#### Chocolate Gelatin Pudding

- 1 envelope gelatin
- ½ c. cold water
- 4 c. milk
- 2 ozs. grated unsweetened chocolate
- 1 c. sugar
- Pinch salt
- 1 tsp. vanilla

Soak gelatin in cold water. Scald milk, add sugar, grated chocolate and salt. When sugar is dissolved add soaked gelatin. Stir until dissolved. Add flavoring. Turn into mold dipped in cold water. Chill. Serve with plain or whipped cream.

of the conversation is most important. In our busy lives meal time is one of the few opportunities afforded the family to get together and keep in touch with each other. Fortunately the farm family is favorably fixed in this respect but telephone and business calls will interrupt even here.

There should be no bickerings or fault finding at the table. With a little attentions from Father and Mother it is easy to cultivate the habit of telling about interesting happenings either out of doors or at school. Encourage the family to look forward to meal time as an especially pleasant feature of the day. There is a sound health reason for being agreeable — it aids digestion.

The proper diet, fresh air, rest and recreation will put us in a state of mind and body that is conducive to good digestion and good digestion means good nutrition. A calm and cheerful spirit will not come all at once; it is the result

## ELECTRICITY ON THE FARM

Our readers would like information about the ways in which they can use electricity, that important factor on the farm today.

Will you not—you who may be reading this article—answer the various questions below and forward them to the Editor of the "Milk Producers' Review"? Give him your experiences, ask for information which may serve as a basis or become a part of an article, to be published later, on the use of electricity and electrical appliances on the farm.

The following questions may aid you in formulating your replies:

1. Do you have electricity on the farm? .....
2. What has been your experience with electrical appliances? .....
- a. In the home .....
- b. In the barn .....
3. Are your appliances convenient? .....
4. Do they save labor? .....
5. Do you use an electric washing machine? .....
6. Do you have a motor for your sewing machine? .....
7. Have you electric cooking appliances (stove, percolator, toaster, fireless cooker) .....
- Has their use been satisfactory? .....
8. How has the use of electricity lightened your work? .....
9. Do you have your own farm system for generating electricity or is your home wired for service through an electric lighting company? .....
10. Has the use of electric current been a profitable investment? .....

Address all replies and communications to the Editor of the "Milk Producers' Review", Boyertown Building, 1211 Arch Street, Philadelphia, Pennsylvania.

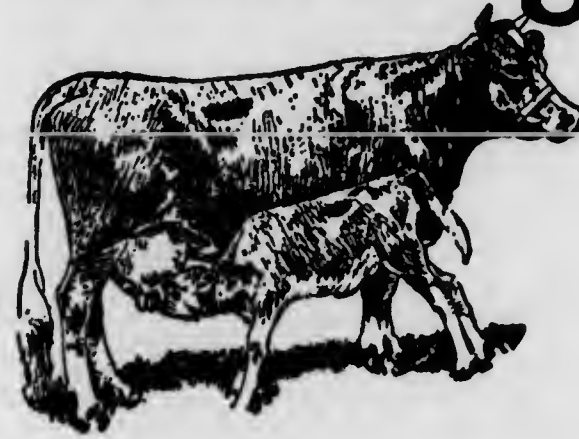
cheerful atmosphere of the meal which is properly digested and assimilated. A light, airy room is the first requisite. There is something very sociable in a room, sunny if possible, but at least flooded with light.

The room should be attractively furnished. A dining room is handicapped by the requirements of the use to which it is put, but there is some margin of choice even at that. Well selected hangings at the windows and flowers if possible help out with the furnishing.

Now that inexpensive china can be bought in such attractive patterns and table coverings, whether oil cloth covers or dollies, are dainty and pretty there is no excuse for an unattractive table. A center piece of either fruit or flowers can be arranged, by taking a little thought as to the seasonal contributions of the garden or field. A daughter often enjoys assuming responsibility for this decoration.

Where farm hands have their own

## No More troubles of Calving



**STOP** dreading the time when your cows freshen! The troubles you've looked upon in the past as part of the hazard of dairying are no longer a menace to your profits. Dairymen without number are now using Kow-Kare at freshening because of its marvelous invigorating action on the reproductive organs.

Kow-Kare is a concentrated tonic-medicine that has no other function than the building up of the digestive and genital organs. By using this famous cow medicine with the feed for two or three weeks before and after freshening you are assured a healthy cow—and a strong, vigorous calf. Retained Afterbirth and the other disorders you have learned to dread have no terrors for you if Kow-Kare is your reliance.

Kow-Kare, used sparingly with the feed helps your cows fill the pail under the most adverse conditions of winter feeding—when dry, heavy feeds put an added burden on digestion and assimilation. Try Kow-Kare when troubled with Barrenness, Retained Afterbirth, Abortion, Bunches, Scours, Lost Appetite, etc. Its health-building action will give you a convincing demonstration of its money value to you in the business of dairying.

Dairy Asso. Co., Inc., Lyndonville, Vt.  
Makers of Kow-Kare, Bag Balm, Orange Guard  
Kendy, American Horse Tools, etc.

## KOW-KARE

### FAMOUS CONDITIONER OF MILCH COWS



Feed dealers, general stores, druggists, etc., have Kow-Kare — \$1.25 an 850 size (six large cans \$6.25). Full directions on the can. Mail order sent postpaid if you dealer is not supplied.

Write for free book, "The Home Cow Doctor"

## PHILADELPHIA

### WOOD and CEMENT STAVE TILE and COPPERED METAL SILOS

#### SPECIAL PRICES NOW CASH or MONTHLY Payments



E. F. SCHLICHTER CO.  
BOX M. P. 10 S. 18TH ST., PHILA.

## BOYS AND GIRLS OF VOCATIONAL SCHOOLS EXHIBIT AT FARM PRODUCTS SHOW

One of the features of the State Farm Products Show at Harrisburg, Pennsylvania, this year were exhibits showing products from the laboratories, farm shops and home projects of eight thousand boys and girls taking Vocational Agriculture and Home Making in one hundred and thirty-five centers in rural communities of Pennsylvania.

A model poultry house showing the desired equipment for an up to date poultry pen was made as a part of the farm shop work in the Hickory Vocational School, Washington County.

Boys from the Lykens Valley Vocational School, Berksburg, Pennsylvania, demonstrated the balancing of rations as a part of the agricultural program. The Home Making feature of the Vocational Exhibit was composed of articles of clothing and needlework of various types made in schools from all parts of the state. Girls from the Unionville Vocational School equipped a booth for giving food demonstrations.

#### Demonstration Contest

A Demonstration Contest was conducted by the Bureau of Vocational Education. The competing demonstrations were made at a Vocational platform in the Vance Building during two days of the Farm Products Show and attracted much attention from visitors to the educational exhibits.

Six \$100.00 scholarships were awarded as prizes to the individual boys and girls making the best showing.

The subjects chosen from the demonstrations illustrated the excellent type of training which is being given to the students in these vocational schools, and included: acidity tests of soils, stock feeds and balanced rations; milk testing, farm management, canning, poultry house equipment, tree planting with pruning and seed corn testing.

The Home Economics departments selected such subjects as decorating old furniture, home making, wise buying, and the use of commercial patterns.

An orchestra from the West Lampeter Vocational School, Lancaster, provided music between demonstrations.

#### State Project Contest

A state-wide Senior and Junior Project Contest was conducted by the State Department of Public Instruction during the Farm Products Show. Twenty-five hundred boys and girls studying Vocational Agriculture in the Vocational Schools of Pennsylvania conducted projects during the past summer which netted them a profit of \$175,000. Nine hundred and ninety-five of these projects qualified and were entered in the State Project Contest.

Among the awards were the following:

#### Senior Corn Project Contest

- Name Address County
- 1. Benjamin M. Herr, W. Lampeter, Lan.
- 2. Arlo Medice, Alleg'y Tp., West'moreland
- 3. John Glesner, Bloersville, Cumberland

#### Senior Dairy Project Contest

- 1. Elmer Kile, Greenwood H. S., Col'lbia
- 2. Leon Ballard, Truay, Bradford
- 3. Ernest Village, Conneautville, Crawford

#### Fruit Project Contest

- 1. Alvin Hall, Latrobe, Westmoreland
- 2. Frank Wood, Newville, Cumberland
- 3. Frank Stewart, Latrobe, Westmoreland
- 4. Riley Ross, Latrobe, Westmoreland

#### Senior Potato Contest

- 1. David Neiley, Towanda, Bradford
- 2. Arthur Daub, Porter Tp., Schuylkill
- 3. Benie Truax, Ulysses, Potter
- 4. Arthur Uplegrove, Porter Tp., Schuylkill

## "If dairymen would figure on digestible nutrients they would find this by far the lowest cost feed sold today"

### AMCO 24% UNIVERSAL

- 100 lbs. Peanut Oil Meal
- 260 " Cottonseed Meal
- 280 " Linseed Meal
- 200 " Corn Distillers Grains
- 500 " Gluten Feed
- 200 " St. Wheat Bran
- 100 " Ground Oats
- 200 " Hominy
- 100 " Molasses
- 20 " Steam Bone Meal
- 20 " Ground Limestone
- 20 " Salt

GUARANTEED ANALYSIS	
Protein (Minimum)	24%
Fat (Minimum)	5%
Carbohydrates (Minimum)	45%
Fiber (Maximum)	9%
Digestible Protein—21.17%	
Total Digestible Nutrients in 1 ton—1507 lbs.	

### AMCO 24% DAIRY

- 600 lbs. Gluten Feed
- 80 " Gluten Meal
- 340 " Cottonseed Meal
- 260 " Linseed Meal
- 220 " St. Wheat Bran
- 220 " Hominy
- 60 " Ground Oats
- 160 " Molasses
- 20 " Steam Bone Meal
- 20 " Ground Limestone
- 20 " Salt

GUARANTEED ANALYSIS	
Protein (Minimum)	24%
Fat (Minimum)	4%
Carbohydrates (Minimum)	45%
Fiber (Maximum)	9%
Digestible Protein—20.4%	
Total Digestible Nutrients in 1 ton—1477 lbs.	

**IN THIS** statement about Amco 24% Universal Dairy feed, M. F. Diller of Somerset, Pa., hits the nail right on the head. It appears in a letter from him which goes on to say—"Two of my cows are now producing over 60 lbs. of milk daily. I have fed a number of different feeds, but never got such satisfactory results as I have from the feeding of Universal 24% Dairy Ration."

"If dairymen would figure on digestible nutrients", says Mr. Diller. But how can they when a feed is sold on a closed formula?

The "digestible nutrients" in a ration means just the part of the ration that the cow digests and uses to make milk or produce a calf. Experiments at the colleges of agriculture have worked out with sufficient exactness for all practical purposes how much of each com-

monly used feed ingredient the cow digests, and how much passes through her system as waste material.

Anyone, using this information, can figure from an open formula how much of a ration is digestible, and how much he is paying for the feed that will actually make milk. He is unable to do so, of course, with a closed formula feed.

Every Amco-mixed feed is sold on an open formula. Every bag carries on the tag the number of pounds of digestible nutrients to the ton. And, as these formulas are subjected to the check of the College Feed Conference Board, the digestibility is never permitted to fall below a high standard.

This high digestibility shows up in the milk pail and increases the net income from milk.

## Ask your Amco Agent

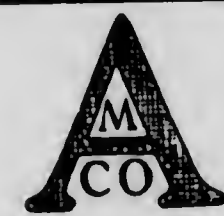
In Pennsylvania the College of Agriculture recommends a 24% protein dairy feed. Use either Amco 24% Universal, which is mixed on a fixed formula which does not change, or

Amco 24% Dairy which is shifted to meet market conditions. Study the formulas a little and note the high digestibility of these two feeds. Get the prices from your Amco Agent and then make your selections.

# AMCO

## FEED MIXING SERVICE

AMERICAN MILLING CO., PEORIA, ILL.  
PENNSYLVANIA DIVISION: MUNCY, PA.



This is the mark of Amco-mixed open formula dairy, poultry, and stock feeds. If you cannot get them through an Amco Agent in your community, write to the address above.

Amco-mixed feeds are priced low, quality considered. They will become cheaper as the volume grows for the savings which result from large volume mixing will be passed on to patrons.





## Every owner of Live Stock should get this FREE Book

Tells how to prevent and control diseases of cows, pigs, chickens and other farm animals that cause yearly losses of over \$200,000,000.

Tells how to PREVENT or Treat Retained Afterbirth, Calf Scours, Contagious Abortion.

Also contains full discussion of Poultry Diseases and Little Pig Diseases. A complete plan for sorting and disinfecting sows without catching or handling.

### Write for Book Today

Gives full directions for preventing and controlling these diseases with B-K. Used on hundreds of thousands of farms. Cleansing and healing to tissue—non-poisonous yet a powerful killer of germs. Cost averages about a cent a gallon as diluted to use.

Costs little and is reliable. **General Laboratories**, Dept. 108B, Madison, Wis.

## Willard

### Storage Battery and Service Station

Starting, lighting, ignition—storage batteries of every description, make and for every purpose are recharged, repaired and rebuilt here by skilled battery men working in a fully equipped and stocked shop.

OUR SERVICE is unbiased and dependable.

### Pusey & Young Storage Battery Station

West Chester, Pa. Coatesville, Pa.



Let Us Design Your Stationery

Pedigree Catalogs a Specialty

**Horace F. Temple**

Printer

Bell Phone No. 1 West Chester, Pa.

A farm inventory is the first step in keeping farm accounts. On the average farm it requires about one-half a day to take it.

### REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The following is a report of the work done by the Quality Control Department of the Dairy Council, Dec. 1926

No. Inspections Made ... 1531  
No. Sediment Tests ... 2775  
No. Meetings Held ... 5  
No. Reels of Movies Shown ... 11  
Attendance ... 301  
No. Miles Traveled ... 12059  
No. Man Days Fairs and Ex. ... 26  
No. Temp. permits issued up to December 31st, 1926 ... 20,980  
No. Perm. permits issued up to December 31st, 1926 ... 8,898

During the month 47 dairies discontinued from selling for failure to comply with the Regulations—12 of which were reinstated before the month was up.

To date 65,517 farm inspections have been made.

### FOURTEEN MORE COUNTIES FREED OF BOVINE T B

Effective January 3rd of this year, 14 counties in 10 States were added by the United States Department of Agriculture to the list of areas officially recognized as free from bovine tuberculosis. The counties are known as "modified accredited areas" by reason of completing official tuberculin tests of all cattle with the disclosure of not more than one-half of 1 per cent of reactors to the test. With the removal of the few infected cattle, if any, the county is entitled to a place on the Federal modified accredited list when so recommended by State livestock sanitary officials.

Following is the list of counties that have recently eradicated tuberculosis in the manner outlined: Jerome County, Idaho; Buena Vista, Louisa and Shelby counties, Iowa; Fayette and Johnson counties, Indiana; Allen county, Kansas; Rosecrannon county, Michigan; McLeod county, Minnesota; Gosper county, Nebraska; Bladen county, North Carolina; Clark county, South Dakota; Barron and Oneida counties, Wisconsin.

Besides the areas mentioned the United States Department of Agriculture has also recognized as modified accredited areas the town of Brookfield and Chelsea in Orange county, Vermont; and the town of Worcester in Washington county, Vermont. In North Carolina, Buncombe county has been re-accredited as a tuberculosis-free area, the original period of three years having expired.

With a total of 265 counties and nine parts of counties now recognized as practically freed of bovine tuberculosis, the gradual extension of such areas is largely a matter of personnel, time, and funds. The outlook for further active eradication work for 1927, is unusually promising, according to Dr. J. A. Kiernan, Chief of the Tuberculosis Eradication Division in the Federal Bureau of Animal Industry.

### FARM SANITATION POSSIBLE

Septic tanks contribute to better sanitation about the farm home. Community farms are quite generally used in many Pennsylvania counties. Ask your county agent about the procedure necessary to obtain the advantages of a modern sewage disposal plant.

### TO PREVENT MILK FEVER

Though most dairymen are familiar with the successful air treatment for inflating udders of dairy cows to prevent fatal consequence from milk fever, a simple method for preventing the disease is not so well known. This malady chiefly affects well-nourished, fleshy, heavy-milking cows and generally follows closely the act of calving.

A preventive treatment suggested by the Bureau of Animal Industry, United States Department of Agriculture, consists in allowing a susceptible cow to retain in the udder for 24 hours after calving all the milk except the small quantity required by the calf. The milk should be taken if possible from each quarter. Distention of the udder by the retained milk naturally follows, as in the air treatment, and acts as a preventive against milk fever. In the Island of Jersey and at the Biltmore Farms, North Carolina, where this practice is common, the number of milk-fever cases has greatly decreased.

Sanitary conditions also should be looked after, such as a supply of pure air and clean stabling, with plenty of clear, cool water and laxative feeds, such as grasses and roots. The method described is a means of prevention, not a cure.

In cases where the disease has already developed the most practical method of treatment is to inject sterile atmospheric air into the udder in order to distend it artificially. The treatment is best performed by means of milk-fever apparatus made especially for the purpose.

Uncle Ab says if thrift is the foundation of success, honor and a sense of responsibility complete the structure.

### COUNTY WIDE MEETINGS ON THE EASTERN SHORE

Under the auspices of the "Inter-State", the Dairy Council and the County Agents, meetings will be held each evening at 7:30 P. M. as follows: Cambridge, Court House, Mon., Feb. 21; Hurlock, Harper's Hall, Tue., Feb. 22; Easton, High School, Wed., Feb. 23; Centerville, Court House, Thu., Feb. 24; Chestertown, Court House, Fri., Feb. 24.

One meeting will also be held at Princess Anne, at the Court House, on February 22nd, at 2:00 P. M.

Programs of great importance to Eastern Shore dairymen will be discussed by C. I. Collee, and H. D. Allebach.

Entertainment features will be by "Happy" Goldsmith of the National Dairy Council and a new play "Judge for Yourself", a mock trial. (See local posters for details.)

### NEW FACTS FOR POULTRYMEN

Extensive investigations in breeding and feeding of poultry were carried on by the Bureau of Animal Industry, United States Department of Agriculture, during the last fiscal year, according to a report of the chief of that bureau. In experiments with Rhode Island Reds and Single Comb White Leghorns for increased egg production, there was a higher proportion of 200-egg records than during any previous year.

Other experiments with poultry involved chick mortality, hatchability and fertility of eggs, inheritance of egg production, and various experiments in feeding for egg production. In feeding tests for egg production, it was found that omitting limestone, a shell-forming ingredient, from the ration, reduced egg production 50 per cent.



THE NAME TO GO BY—WHEN YOU GO TO BUY PAINTS AND VARNISHES. Write for Color Cards and Booklet "Paint Pointers" EUGENE E. NICE COMPANY, Inc., PHILADELPHIA

### QUALITY CHICKS

Chicks from winter laying, farm raised, mature stock, S. C. W. Leghorns, R. I. Reds, Barred Rocks, White Orpingtons, Anconas, Black Jersey Giants, White Wyandottes, White Plymouth Rocks, Black Minorcas, Pekin and Indian Runner Ducks, \$15 per 100 up. Live delivery guaranteed. Parcel post prepaid. Hatching eggs \$8.00 per 100 up. Several breeds rabbits. Circular free. Shipments will be made from one of our nearest associated hatcheries. GLEN ROCK NURSERY AND STOCK FARM, Ridgewood, New Jersey

### FOR SALE AT SPECIAL PRICES

35 Jersey Black Giants (Cockerels and Pullets 9 mo. old) @ \$2.50  
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When Answering Ads Mention the Milk Producers' Review

### PENNSYLVANIA DAIRYMEN'S ASS'N ANNUAL MEETING

(Continued from page 2)

Name Address County  
A. P. Irwin, Chadds Ford Chester  
C. K. Peachery, Belleville Milford  
Geo. Wilson, Boiling Springs Cum'land  
C. E. Marshall, West Chester Chester  
John W. Raudabaugh, Carlisle, Cum'land  
Lloyd H. Diehl, Lutzville Bedford  
C. A. Fox, Pocopson Chester  
Geo. L. Snyder, Carlisle Cum'land  
Lewis Satterthwaite, Newtown Bucks  
Jos. Speirs, Downingtown Chester  
Pennhurst State Sch., Pennhurst Chester  
Lanfor Benner, Langhorne Bucks  
Porter Farms, Phoenixville Chester  
H. I. Gray, Honey Grove Juniata  
Owen Gerhard, Palm Berks  
Aaron Erdman, Elizabethtown Dauphin  
Joseph M. Conard, Mechanicsburg, Cum.  
C. E. Mather, West Chester Chester  
Theodore Kauffman, Millint'n Juniata  
M. L. Jones, Westtown Chester  
J. C. Yoder, Allensville Milford  
Herd's Averaging 350 to 400 Pounds

Name Address County  
J. W. Burket, Tyrone Juniata  
C. A. Musser, Oakland Mills Juniata  
A. N. Lehman, Carlisle Cumberland  
John F. Nace, McAllisterville Juniata  
Delaware County Home, Lima Chester  
Jesse Lehman, Carlisle Cumberland  
D. Q. Adams, Millintown Juniata  
W. D. Koontz, Lutzville Bedford  
Elmer C. Lutz, Carlisle Cumberland  
A. K. Rothenberger, Landsdale M'g  
T. R. Auken, Millintown Juniata  
Frank D. Gross, Thompsonstown Juniata  
Walter Rupp, Mechanicsburg, Cum'land  
J. B. Byler, Allensville Huntingdon  
J. W. Sieber, McAllisterville Juniata  
H. K. McCullough, Newville, Cum'land  
D. A. Morrow, Tyrone Juniata  
C. E. Koontz & Sons, Lutzville Bedford  
Herd's Averaging 400 Pounds or More

Name Address County  
Raymond Shugart, Carlisle, Cum'land  
J. H. Lear, Carlisle Cumberland  
H. R. King, Belleville Milford  
J. C. Koontz & Son, Lutzville Bedford  
Harry Clark, Brezewood Bedford  
Ursinus College, Collegeville Mont'y  
C. J. Degan & Son, Millintown Juniata  
Allen Eshelman, Everett Bedford  
C. J. Cunningham & Son, Millint'n, Jun.  
Wm. H. Landis, E. Greenville Mont'y  
Ivo V. Otto, Carlisle Cumberland  
Jesse C. Kurtz, Carlisle Cumberland

Fluid Milk Exhibit  
The exhibit of 146 entries of milk, displayed in the Emerson Brantingham Building, was the largest and best show of this character ever held and we believe holds the record in the United States.

There were 113 in Class A, milk from Tuberculin Tested herds; 19 samples in Class B, from untested herds; 2 in Class C, certified milk and 12 in Class D, pasteurized milk.  
One sample scored 99 points and 89

### MOON FARMING IS MOONSHINE

Moon farming, according to the Weather Bureau of the United States Department of Agriculture, has absolutely no support from any scientific point of view. By "moon farming" is meant sowing or reaping, breeding or butchering, shearing or shearing, or any other farm activities supposed to be affected by the "dark" of the "light" or some other phase of the moon. For example, up to the time of the French Revolution, it was forbidden by law in France to fell trees between new moon and full moon. Many old sayings bear witness to the common belief in guiding farm practice by the state of the moon, such as: "Sow peas and beans in the wane of the moon; Who soweth them sooner, he soweth too soon." The scientist points out that the chief

Phillip H. Dewey, of Gaines, Tioga County, Pa., master of the Pennsylvania State Grange, has been appointed by Governor Fisher, of that state, as manager of the State Workmen's Insurance Fund.

Mapping out the fields and planning the crops to be grown in them are two important features of good farm management. Doing these essential tasks now is better than waiting until field work starts.

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One of these good rations, selected with consideration for the hay, and other roughage you have (or used with Quaker Sugared Schumacher) will give you a combination ideally suited to your conditions and herd.

Quaker Sugared Schumacher is the famous palatable and digestible carbohydrate feed. Our special process enables us to make this a dry, clean molasses feed that is easy to handle. Milch cows relish it. It may be used with one of the three Quaker high protein rations as the carbohydrate part of your feed. It is ideal for young stock, dry stock, horses, and swine, too.

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Send me, without charge, postpaid, a copy of your book, "The Dairy Herd."  
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## DAIRY COUNCIL SERVICE

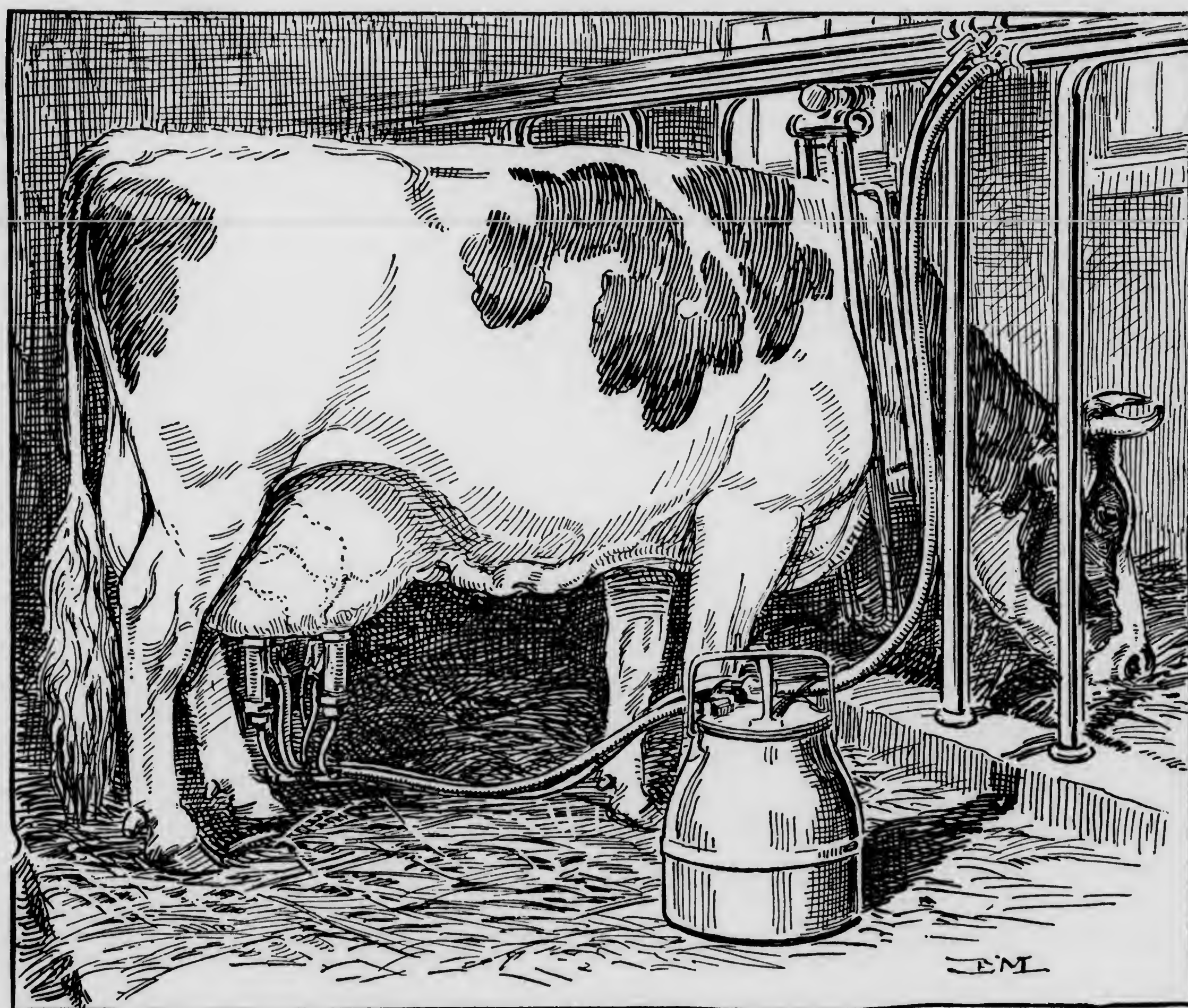
The various departments of the Dairy Council are at your service and will assist you in planning

Educational Entertainment for your Community, Local or Club Meetings.

## Philadelphia Interstate Dairy Council

R. W. BALDERSTON, Secretary  
BOYERTOWN BUILDING  
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Proof of the overwhelming superiority of De Laval Milkers is shown in the rapidly increasing numbers which are being put to use by progressive dairymen everywhere. With more than 650,000 cows (including some of the highest producers in the world, and many owned by agricultural colleges, experiment stations, public institutions, producers of Certified, Special and Grade A milk) now milked with De Laval Milkers, the economy and efficiency of De Laval milking is firmly established.

Thousands of De Laval users say that it has made dairying more pleasant and profitable for them, that it milks their cows better and quicker than ever before, and produces more and cleaner milk.

If you are milking five or more cows by hand, a De Laval Milker will soon pay for itself. Your only regret will be that you didn't get one sooner. See your De Laval Agent or send coupon for full information.

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165 Broadway, New York; 600 Jackson Blvd., Chicago  
Send me your Milker ☐ Separator ☐ catalog (check which).  
Name .....  
Town .....  
State ..... R. F. D. .... No. Cows .....

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., MARCH, 1927

NUMBER 11

## WHO IS MAKING MONEY IN DAIRYING AND WHY?

C. I. Cohee, Philadelphia Inter-State Dairy Council\*

The question of "Who Is Making Money Dairying and Why?" is one that is of interest to every producer of milk in the Philadelphia territory. I am going to discuss it today from the standpoint of *who* is making money, where the dairyman is located who is making money, and some of the reasons *why* he is making money.

But, first, I want to call to your attention the opportunities that the Delaware and Eastern Shore of Maryland farmers have in dairying. Just what advantages do the dairymen in this territory have over those dairymen in other sections who ship their milk to Philadelphia, or over the dairymen in general throughout the United States?

First,—the territory of the Inter-State

longer than is the case in Pennsylvania and New York States, thus making it possible to turn the cows out to pasture a little earlier in the spring and permitting them to remain on pasture somewhat later in the fall. This naturally tends to slightly cut down the cost of production of milk.

There is still another great advantage that the Delaware and Maryland farmer has over dairymen throughout the United States, although this last advantage is somewhat general throughout the eastern portion of the United States. That is, that the eastern dairymen are operating farms that have not been unduly inflated in value during the last few years. Good farm land in many parts of Eastern Shore, is selling today for about the same price that it sold for, some

## EDUCATIONAL MEETINGS ON THE EASTERN SHORE

County Wide Meetings in Maryland and Delaware

Cambridge Meeting

A synopsis of the Cambridge meeting, as held on Monday evening, February 21st will present a general outline of each of the meetings, which in every instance was received with great enthusiasm.

At this meeting which was held in the Court House, County-Agent W. R. McKnight, presided and introduced C. I. Cohee, Director of the Quality Control Department of the Dairy Council, who made an address on the subject, "Who is Making Money in Dairying and Why?" (This address is printed in full in this issue of the Milk Producers' Review).

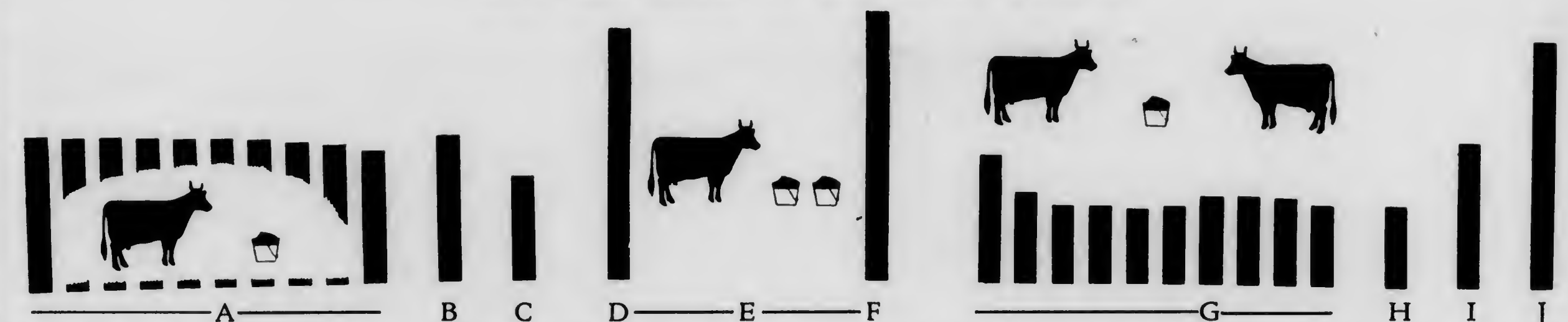
Professor "Happy" Goldsmith spoke on "The Face Value of Your Commu-

nity" which was exceptionally well received.

Through these meetings and demonstrations a message of great importance was presented to the Dairymen of these sections in which the Inter-State Milk Producers' Association, the Philadelphia Inter-State Dairy Council, and the United States Department of Agriculture and the Maryland and Delaware Extension Service cooperated.

The meetings, which were all of a similar character, were held at Cambridge, Princess Anne, Hurlock, Easton, Centreville and Chestertown in Maryland and at Middletown, Delaware.

## SOME COMPARISONS OF PRODUCTION RECORDS



A.—Sales per cow per year of 10,811 cows at 10 typical Pennsylvania dairies receiving stations in 1926 varied from 5,047 lbs. to 5,894 lbs.  
B.—Average sales per cow at above 10 stations 5,589 lbs.  
C.—A low producing district 3,999 lbs. per cow per year (whole milk plant recently opened).  
D.—Records of leading Cow Testing Associations in Pennsylvania.  
E.—Production per cow in 1925 was 9,650 lbs.  
F.—Production per cow in 1926 was 10,375 lbs.  
G.—Sales per cow per year of 33,122 cows at the Del-Mar Peninsula receiving stations during 1926 varied 2,657 lbs. to 4,903 lbs.  
H.—Average production of G in 1926 was 3,219 lbs.  
I.—Average sales per cow for 1926 at 10 Pennsylvania stations was 5,589 lbs.  
J.—Average sales per cow for 1926 at high producing Pennsylvania dairies shipping to Philadelphia was 9,541 lbs.

Milk Producers' Association is right at the door of the leading markets for dairy products in the United States. The great centers of population are within a radius of four or five hundred miles of this territory, which is an advantage that would be worth a great deal to the mid-western farmer who desires to increase his dairy operations.

The Second advantage that you in Delaware and on the Eastern Shore of Maryland have, is that you are located in a climate that is somewhat milder than that in most sections given over to dairying. You can do with a little less in the way of buildings on the farm and thus cut down the overhead on the dairy farm operations. If we were to go through Pennsylvania, New York or other leading dairying states, we would find that the barn on the average dairy farm would cost from six to ten thousand dollars, if it were necessary to replace it today. Barns holding the same number of cows can be constructed in Delaware and Maryland much more cheaply than this and can still be conveniently arranged and be suitable for housing the cows comfortably.

Third,—The growing season for pasture crops on the Eastern Shore is fifteen or twenty years ago. Even during the war period there was not a marked increase in the valuation of real estate, as was the case in the middle west. I know of no place in the United States where good land can be obtained at a lower price than right here at the present time.

(Continued on page 2)

At all of these meetings addresses were made by C. I. Cohee, Director of the Quality Control Department of the Philadelphia Inter-State Dairy Council, on the subject "Who is Making Money in Dairying and Why?" President H. D. Allebach of the Inter-State Milk Producers' Association made an address on "Some New Problems for Our Dairymen", while local speakers at many of the meetings made addresses on local agricultural topics.

Professor "Happy" Goldsmith of the National Dairy Council, Chicago, Illinois entertained with his unusual line of popular entertainment, which has been given to a large number of audiences. He also made addresses at many of the public schools in the different localities where the meetings were scheduled.

A new Dairy Council Play "Judge For Yourself" was presented by members of the Quality Control Department at each of the meetings. The play is staged as a mock trial of a bottle of milk. It made its first appearance at the Cambridge meeting.

The program for the week was a full one. In instances it included several meetings a day and at points considerable distance apart.

ity", which was exceptionally well received.

President H. D. Allebach, of the Inter-State Milk Producers' Association in presenting "Some New Problems for Our Dairymen", outlined briefly the modification of the basic and surplus provisions of the Philadelphia Selling Plan for 1927, under which producers would be paid by cooperating dealers on the higher of the two established basic quantities made in 1925 and 1926. He urged the use of more economic principles in milk production and pointed out that the producer must meet the demands of the world market, both as to quality of production and as to price. Dairymen should conduct their business on a business like basis if they mean to be successful.

There is real economy in making one cow do the work of two, as far as milk production is concerned. It requires a little more feed, but less care and labor. He warned producers, however, not to carry this to extremes, over production in dairying might be just as disastrous as has been the over production of certain staple farm products. Produce safely and sanely and the dairy

(Continued on page 11)



## WHO IS MAKING MONEY IN DAIRYING AND WHY?

C. I. COHEE, Philadelphia Inter-State Dairy Council

(Continued from page 1)

tion we are able to compute the average number of pounds of milk sold by the farmers.

We did that same thing throughout Pennsylvania, New Jersey, and in all sections of the Inter-State territory. After we secured these figures we were amazed to find that there was a very great difference in the production of milk per cow in some parts of the territory. We found that if we were to take a group of typical receiving stations and figure out the pounds of milk being sold at those receiving stations, the ones in Pennsylvania were, as represented by figures here on the chart. (See Chart A. B. C.) In other words, these are typical Pennsylvania receiving stations. They are representative of all Pennsylvania receiving stations—not the

may make a profit with 5,000 pounds of milk and on the other hand it may take 6,000, due to different conditions under which the farms are operated. We are assuming that farmers are making a little money in the business because they are sticking to it. If they were not making money they would be going out of the business. Apparently, when they have a production of 5,589 pounds of milk, the dairymen in those sections are making a little money.

This group of dairymen up through Pennsylvania are largely going to determine the price you get for your milk. Perhaps for a great many years to come your market will be in Philadelphia. The farmers in Pennsylvania supply about 62% of all the milk Philadelphia consumes. If we take the milk Penn-

produced 9,650 pounds of milk per cow. You might think that the maximum had been reached, but as a matter of fact this same group of farmers in 1926 produced 10,375 pounds of milk per cow! By carefully eliminating a few more of their lower producers and bringing into production heifers from their better cows, they were able to make this increase in production, in spite of the fact that their production was already very high.

We feel that there is a direct relationship between the amount of milk produced and sold per cow and the system of farming that exists in various parts of the Inter-State territory. When we get into a locality where men are owning their own farms, they produce and sell more milk than in the sections where

amount produced in Pennsylvania.)

In the central part of the Shore the production again drops and south of these receiving stations the production per cow is even lower. Talbot County has the record of having sold less milk per cow than any other group of receiving stations in the whole Inter-State territory—its production per cow is very low.

In some of these sections less than 3,000 pounds of milk per cow is produced yearly. Through this section there are fewer silos, fewer land owners and a higher percentage of tenants, who, unfortunately, have not the dairying equipment, they have in the other sections of the territory. Queen Anne County perhaps has the best cows of any section on the Eastern Shore—they have a lot



A Scene from the New Play presented by the Quality Control Department of the Philadelphia Inter-State Dairy Council

best—not the poorest, but the average.

When we came to count the number of cows, we found that the ten receiving stations had 10,811 cows. Farmers bringing milk to those stations averaged a little over 1,000 cows to each plant. In the year 1926 those farmers delivered 60,905,832 pounds of milk, or an average production of 5,589 pounds of milk per cow for the year. That means that this group of farmers, with over 10,000 cows, had cows that were producing on an average of 6,000 pounds of milk a year, because every one of them undoubtedly kept some milk at home to feed their families, their calves, etc., but they actually sold 5,589 pounds of milk during the year.

Just for comparison we put on one of the poorer receiving stations in Lancaster County, Pa., where the production is not nearly so high per cow. These farmers sold only 3,997 pounds of milk per cow, whereas the average sale at the ten typical receiving stations was 5,589 pounds of milk per cow.

The question was asked at Harrisburg, Pa., a few weeks ago, as to how much milk a cow had to give in order for the dairymen to get a profit. No one could answer that question, and I doubt whether it can be answered. A man

sylvania produces and the milk New Jersey produces for Philadelphia, we have a large percentage of Philadelphia's needs supplied by these two states. Therefore, that group of farmers producing a large percentage of all milk consumed in Philadelphia will greatly determine the price which everyone will get for the milk shipped to that city.

We took another group of dairymen in Pennsylvania and found that during the year of 1925 there was one group that produced 9,650 pounds of milk per cow, for all the cows in all the herds. (See Chart D. E. F.) Of course there were some better and some poorer, but the average of all the cows was 9,650 pounds. How did they get that high production? They had good bulls and bred up and raised better cows. Then they had proper equipment to take care of those cows; they had proper feed and in sufficient amounts; they kept records, weighing the milk, testing it, and estimating the cost of the feed so that they would know which cow was operating at a profit or at a loss. They began to dispose of the poor producers—selling them to the butcher, getting rid of them. In that way they gradually raised their production to the point where in 1925 they

the dairymen rent their farms. The reason, perhaps, is this. The farmer who owns his farm has equipment for dairying—he has a silo—and he is growing feed for his cows. In many cases the tenant farmer cannot get the equipment to dairy, with. He has no silo and he doesn't have the land to grow the feed he should have for his dairy.

This chart illustrates very well the fact that where there is the greatest percentage of farm owners operating their farms, there we find the highest production of milk per cow. Where there is a larger percentage of farms operated by tenants, there we find the lower production of milk per cow.

In one section in the northern part of the Eastern Shore, farmers are favored with conditions that are somewhat similar to Chester County, Pa. It has the highest production per cow of any plant on the whole Eastern Shore or in the territory as represented by this chart. As we go on down the Shore the production decreases. Receiving Stations in Maryland and Delaware, nearer the Pennsylvania line, come next, with a little lower production. On leaving there, there is a sharp reduction in the amount of milk the farmers sell per cow. (It is considerably lower than the

of good cows, but have never had an opportunity to produce.

The production again increases south of Talbot County. This is largely because of the fact that the receiving stations are located in newer districts and the farms are operated by men who have just recently gone into the milk business. Being new milk producers, they have gone into it in a little different manner than the older producers. They have better cows and are taking better care of them. In Hurlock, particularly, the production begins to climb a little. At Princess Anne we find the production considerably higher than at the older stations. At Nassau and Harrington, also, we have a higher production of milk per cow than at the older stations. (See Chart G. H.)

Taking the entire Eastern Shore of Maryland and the State of Delaware, we find that the milk producers actually sell 3,219 pounds of milk per cow per year to the buyer, as compared with 5,589 pounds of milk per cow, per year, sold by the dairymen in typical Pennsylvania territories.

How can we compete in selling milk on the same market, at the same price, with the dairymen of other sections,

(Continued on page 10)

## DEL-MAR-VA EASTERN SHORE ASSOCIATION TAKES INVENTORY CONGRESS

Over eight hundred members of the Del-Mar-Va Eastern Shore Association composed of representative leaders in agriculture and transportation on the Eastern Shore, together with delegates from Philadelphia organizations within that area, assembled at Salisbury, Maryland, on February 16th and 17th, 1927. The occasion was called "The Del-Mar-Va Takes Inventory Congress."

When the Del-Mar-Va Eastern Shore Association was organized a little over a year ago the following statement of purposes was adopted:—

It is organized under a system of membership with two particular classes, individual memberships and institutional memberships. It is its purpose to function for the upbuilding of the Eastern Shore through bureaus and committees such as the following:—

- 1—Administration
- 2—Traffic and Transportation
- 3—Information and Publicity
- 4—Research
- 5—Extension and Finance
- 6—Industrial
- 7—Marketing
- 8—Better Business Practices

During the past year the officers of the Association have been Fred P. Adkins, President, and G. Layton Grier, Senior Vice President; Harvey J. Hill, Executive Vice President, and Milford Nathan, Treasurer.

The subjects discussed at the Congress were as follows:

The Outstanding Problems of Agriculture on the Del-Mar-Va Peninsula.

The Problems of Land Settlement and Community Development.

The Present Status of the Resort Business Considered as a future Peninsula Industry.

Federal and Inter-State Co-Operation in Future Legislation for Development of the Peninsula.

Improvement of Peninsula Educational and Recreational Equipment as Immediate Essentials Toward Desirable Immigration.

Development of Industrial Opportunities for Surplus Labor and Del-Mar-Va Products.

During the session on Thursday, Charles C. Gelder of Princess Anne, acted as chairman. The first topic was on "The Present Status of Agriculture on the Del-Mar-Va Peninsula" by Dr. Frank B. Bomberger, University of Maryland. Referring to the importance of the dairy industry on the Eastern Shore, Dr. Bomberger said the total amount of milk purchased on the Eastern Shore by Philadelphia and other dealers for shipment out of the territory during 1926 was 168,000,000 pounds, of which 79.10 per cent was purchased by Philadelphia dealers under the Inter-State Milk Producers' Association plan.

Dr. Bomberger said in part:

"From the foregoing discussion of the agricultural situation on the Del-Mar-Va Peninsula, it is evident that here is a land of unusual resources and opportunities. Its highly productive soil, its mild climate and long growing season, together with its liberal and evenly distributed rainfall, all conspire to make it one of the most productive and most highly diversified agricultural and horticultural regions of America. Its nearness to the teeming centers of urban population and its highly efficient trans-

portation facilities provide marketing opportunities and advantages not enjoyed by most of the areas competing with it.

"What then, is the problem confronting the agriculture of Del-Mar-Va? The answer to this question will be found in the full capitalization of the advantages and opportunities lying within its grasp.

"There must be provided a solution for its farm lease problem which stands as a barrier to the full development of the dairying and livestock possibilities of the peninsula. There must be a more careful adaptation of varieties and types of fruits and truck and canning crops to meet the new conditions of competition prevailing in her markets. There is demanded a more adequate conservation and development of her marsh lands and forest resources. There is need for more adequate standardization of products offered to the markets.

"To meet the competitive conditions ignored or undreamed of a decade or two ago, more attention must be directed to economical production of high quality products. This is notably true in the dairy industry, but it is almost equally true of every other type of production. More business in farming is required. Every available aid to better agriculture needs to be utilized. More definite information is demanded concerning specific problems of production and marketing.

"When such a survey has been made and data have been assembled, the Del-Mar-Va farmer will be armed with the weapons that will enable him to meet and defeat his competitors. When the Del-Mar-Va farmer faces his problems thus armed and with a real appreciation of the new conditions surrounding his industry, we shall have a regenerated agriculture on the peninsula.

The next report was one which had been prepared by Dr. Claude L. Benner of the University of Delaware and read in his absence by Dean C. A. McCue of that University.

Dr. Benner said community organization and co-operative effort have succeeded in other localities and they are absolutely necessary for successful progress in agriculture on the Eastern Shore.

In the afternoon of the 17th a splendid report of the Committee on Transportation was read by E. Dale Adkins, Chairman. Mr. Adkins pointed out a large number of problems which must be solved before the products of the Eastern Shore can be successfully marketed and the people have adequate transportation and facilities in general.

Among the many resolutions adopted by the Congress were the following which will be of special interest to our readers: RESOLVED, that we urge the Del-Mar-Va Association to actively promote by means of publicity the testing of dairy cattle on the Peninsula for tuberculosis as a means of disease prevention and the promotion of economical production of milk.

RESOLVED, that the Del-Mar-Va Association be urged to assume leadership in a movement to bring into general acceptance on the Peninsula some form or type of profit sharing lease for dairy and live-stock farming as a means of reducing production costs, conserving soil fertility and improving of farm conditions generally.

RESOLVED, that the Del-Mar-Va Association lend its support to legislation, now pending in the General Assembly of Maryland, designed to remove or reduce license fees for trucks engaged in hauling milk and dairy products for farmers or farmers' organizations.

## DIRECTORS AND ADVISORY BOARD OF THE DAIRY COUNCIL HOLD ANNUAL SESSION

Formal reports of the year's work and programs for the coming year were discussed at the Annual Meeting of the Directors and Advisory Board of the Philadelphia Inter-State Dairy Council, at a meeting held in its offices in the Boyertown Building, Philadelphia, Pa., on February 28th.

The afternoon session was presided over by Dr. Clyde L. King, chairman, at which the general business of the Council was considered and discussed. Reports of the secretary, Robert W. Balderston, were presented and approved. Future plans and policies were considered and a general program for the conduct of the present year's business was adopted.

At the meeting of the Advisory Committee, at which Vice President H. D. Allebach presided, Secretary Balderston outlined some of these plans for 1927, emphasizing the changing nature of the Dairy Council Work.

Mr. Balderston exhibited three charts which analyzed the expenditures of the Council during the past five years. From 1922 to 1926 the expenditures of the Council have increased about 60% but the proportion expended in each one of the activities of the Council have remained fairly constant.

The next chart which he exhibited was that showing the total activities of the Council, reducing all the work of the Council to terms of a common unit. The activities of 1923 were about 4600 units, during 1926 about 13,000 units. During the same period the cost to the Council per unit of work was shown to have been decreased approximately one half. In other words, by improving the organization and through the cooperation of other agencies, about twice as much work can be done for the same amount of expenditure now as was done in 1923.

M. D. Munn, President of the National Dairy Council, made a brief address in which he stated that the Philadelphia Inter-State Dairy Council was by far the largest and most successful of the National Dairy Council Units. "Dairy Council Work," he said "had developed greatly since it was started. Now it is National in character.

Following these addresses a brief demonstration of some of the Dairy Council plays and programs were presented. They included:

1. "The Jewel Box" a new talk illustrated with objects, demonstrated by Genevieve Carr, a student of the Pleasantville, N. J., Public School under the direction of Frances Fern Hoag of the Nutrition Department of the Dairy Council.

One of the most important factors in making health stories function in the school's health program is the follow-up work conducted by the teachers and children themselves. In Pleasantville, N. J., one of the most interesting methods used in addition to posters and health books has been the organizing of the Story Telling Club from among the upper grades to tell stories to the first four grades. There are three objectives in this work:— first, English work; second, correlation of health work with other studies; and third, to prepare students to speak on health before parent-teacher associations and mothers' clubs.

Catherine P. Hanly gave a demonstration of how Dairy Council material is utilized in the public schools.

Mrs. Madeline Tillman discussed the development of better health clubs as a new and distinct feature in colored schools.

2. "The Nutrition Class in the Philadelphia Public Schools"—A demonstration by a group of children from the Mt. Vernon School, under the direction of Dr. Dorothy Child, of the School Medical Inspection Department, and Dr. Hannah McK. Lyons, of the Nutrition Department of the Dairy Council.

3. "Punkin Seed"—a new story of milk production and distribution written by Jane Harvey Nicholson, formerly with the Publicity Department of the Dairy Council and demonstrated by Dorothy Jones of the Dramatic Department.

"Punkin Seed" is used in those schools which want to bring to their children the story of the morning milk.

4. "Listening In"—a play written by Charles Sommer of the National Dairy Council, presented by Louise Everts and Gertrude Munday of the Dramatic Department and Charles A. Wilson of the Quality Control Department.

This new play, which is being given for the first time, was written particularly for parent-teacher association meetings, granges, clubs, and other groups of adults.

5. "Some New Phases of our Rural Work"—C. I. Cohee, Director of the Quality Control Department.

The Quality Control Department has, within the last few months, been developing new methods of presenting its particular message and the general health message of the Dairy Council. The new program was launched on the Eastern Shore of Maryland last week in a series of seven county-wide meetings. The program included an analysis of the problems of economic production which face our dairymen, questions of higher sanitary standards, and a mock trial, a dramatic presentation of the essentials for clean milk production.

6. "The Utilization of Dairy Council Material"—Del Rose Macan, Director of the Dramatic Department.

Some new material has been developed during the past year for all the departments of the Council. Plans are under way for more. Miss Macan explained how this material can be best used and what are some of the changing phases of the Dairy Council plan.

7. Short reports from various fields introduced by Miss Lydia Broecker, Director of the Nutrition Department.

Miss Broecker discussed briefly the new plans for adult work for several different groups. Among these were the parent-teacher associations, federated clubs and other women's clubs, mothers of children of nutrition classes, Y. W. C. A. clubs, health center groups, supper clubs, teacher associations, and normal school educational classes. Each group demands a distinct type of program. We give one example—the program for the federated clubs.

Evelyn Burdick discussed the supper club as a field for Dairy Council work. She explained how they were organized, their value and direct results and particularly the indirect results of this special kind of work.

Catherine P. Hanly gave a demonstration of how Dairy Council material is utilized in the public schools.

Mrs. Madeline Tillman discussed the development of better health clubs as a new and distinct feature in colored schools.



## INTER-STATE MILK PRODUCERS' REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor  
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### Editorial



The dairy farmers were successful during the past month in the passage of a much desired piece of legislation, but the farmers interested in staple crops were not so fortunate with respect to national legislation. A law, known as the Lenroot-Tabor Bill, has been passed which has the approval of the President and which regulates the importation of milk and cream into the United States. Milk and cream produced in foreign countries must now undergo the same rigid inspection as to production and handling as are now enforced by many cities, towns and communities in this country. This measure prevents unfair competition and is of value, not only to the American farmer but also to the American consuming public as well.

The McNary-Haugen Bill, a so-called farm relief measure which is the third measure of that name which has been before Congress in the past few years, was finally passed by the House and Senate but has met with the President's veto. While this measure had the support of quite a large group of agricultural interests and was not severely attacked by any agricultural group, it came in for very sharp criticism from the business interests of the country. Many of these were directed, not at the measure as finally passed, but at the original measure which was primarily a "price-fixing" proposition. However, President Coolidge, in his veto message, went into great detail in stressing many important factors which governed his decision to veto the measure. It would be well if,

before the next session of Congress the agricultural interests of the country would get together and iron out some of the differences of viewpoint and agree upon legislation which will take into consideration the interests of all the agricultural groups and at the same time not have connected therewith grave doubts as to the constitutionality of the proposed act.

In some sections of the Philadelphia Milk Shed the spring or open pasture season is close at hand and with it comes the Garlic season.

There is a disposition on the part of some milk producers to get their cows on pasture at the earliest possible moment. Undoubtedly this may have advantages, but when it is done at the expense of the milk check, the profit may be on the wrong side of the ledger, not only from the refusal of your milk but also at the expense of the crops or pasture land itself.

Consumers of fluid milk flatly refuse to use milk that has a grassy or garlic flavor. They won't drink it and consumption declines, and they don't stop drinking milk just for one day, in many cases it will be months before they go back to it.

The greatest care therefore should be observed in pasturing cattle in garlic infested fields. In a pasture heavily infested with garlic, at least seven hours must elapse between the time of cows coming off pasture and the actual milking time. One cow which has eaten heavily of garlic and stabled with other cows, who have not had access to garlic, will contaminate the milk of the whole herd.

A little extra precaution and care in turning cattle on early pasture may correct this difficulty and mean money in your pocket.

Buyers of milk for distribution in our cities will not accept milk that has a grass or garlic flavor and are preparing to make a rigid inspection to exclude such milk from their receiving stations and platforms.

Heavy snows which prevailed last month in many sections of the territory greatly hampered the regular delivery of milk, particularly in such sections where it is handled by auto truck.

These conditions have materially interfered with deliveries. Consumers expect a regular supply of milk each day, and every effort should be made to see that deliveries are made regularly each day.

When trucking facilities break down through stress of weather, farmers should make every effort to see that their milk reaches the regular point of delivery in good season.

A little cooperation in this connection will greatly facilitate the situation and enable the consumer to receive the regular milk supply.

### COURT SUPPORTS LANCASTER MILK ORDINANCE

Lancaster, Pa., March 5th. Judge Charles I. Handis, in a long opinion announced today, pronounced the milk ordinance, enacted by City Council, to assure a tuberculin free supply of milk for local consumption as valid. (Philadelphia Inquirer, March 7th, 1927).

A quart of milk a day for each child is recommended by many doctors. This applies in the country as well as the city.

### DIRECTORS' MEETING

The regular bi-monthly meeting of the Board of Directors of the Inter-State Milk Producers' Association was held on March 2nd, 1927, in the general offices of the Association, in the Boyertown Building, Philadelphia. Those attending included, H. D. Allebach, president; Fred Shangle, vice president; Robert F. Brinton, treasurer; R. W. Balderston, secretary and the following directors: S. K. Andrews, J. H. Bennet, E. H. Donovan, E. Nelson James, J. W. Keith, H. I. Lauver, S. Blaine Lehman, A. R. Marvel, I. V. Otto, F. P. Willits, E. R. Pennington, C. F. Preston, Albert Sarig, C. C. Tallman, R. I. Tussey, H. B. Stewart, S. U. Troutman, F. M. Twining and A. B. Waddington.

Secretary Balderston read the minutes of the preceding meeting and those of the various meetings of the executive committee. The secretary also presented a list of expenditures since the last directors meeting, which had the approval of the Board.

R. W. Brinton, treasurer, presented a financial statement as to the associations worth, which on motion was approved.

The Legislative committee made a formal report of various bills pending before the legislatures of the several states in which the association operates.

In connection with this program the following resolution was presented and unanimously approved.

RESOLVED, that the Board of Directors of the Inter-State Milk Producers' Association in regular meeting assembled March 2nd, 1927, deploring the attempt to amend the present Pennsylvania law regulating the oleomargarine traffic as provided in House Bill No. 462, introduced by Mr. Connor.

The amendment proposed would seriously reduce the income of the state and would make impossible adequate regulation of the oleomargarine traffic.

The bill is, therefore, a direct menace to the consumers and dairymen of the state because the present Pennsylvania law is nationally known as the best method of regulating the oleomargarine traffic to prevent fraud.

On behalf of our twelve thousand members in Pennsylvania, we would therefore urge the members of both branches of the Legislature of Pennsylvania to vote against House Bill No. 462.

The secretary presented various changes in the By-Laws of the association which had been presented at the previous meeting of the Board. They involved no material changes in the general tenor of the By-Laws, but were made largely for purposes of clarification. The changes were approved.

H. D. Allebach, briefly outlined the general market conditions in the territory. With the exception of one small district, the general trend of the market has been satisfactory. A number of the larger buyers are holding their stations open for additional milk, but there appears to be no guarantee that this condition will continue for any length of time.

Unusually interesting reports of local conditions were made by the various directors. These reports, with but few exceptions showed market conditions to be satisfactory.

During the session the Quality Control Department of the Dairy Council presented its new play "Judge for Yourself". A mock trial of a bottle of milk, which was received with general approval.

Follow the price movements when buying feed, fertilizers, and other articles that are large items of expense on the farm if you want to make each dollar do the most that it can.

### MARKET CONDITIONS

Consumption of fluid milk on the whole has been fairly well maintained; while there has been no actual shortage, some producing districts have fallen off somewhat in their supply.

In a few instances, however these conditions are not apparent, as some smaller buyers have reported larger supplies that can be taken care of as basic milk. Consumption in the Philadelphia market itself has been exceptionally well maintained.

#### February Milk Prices

Grade B Market Milk, three per cent butter fat content, (basic quantity average) delivered F. O. B. Philadelphia during February is quoted at \$3.29 per hundred pounds.

The price of basic milk of the same grade and butter fat content, delivered at Receiving Stations in the 51-60 mile zone from Philadelphia for February is quoted at \$2.71 per hundred pounds. The usual butter fat differentials and freight rate variations applying in all cases.

The price of Class I Surplus Milk for February, three per cent butter fat content, at all receiving stations is quoted at \$2.03 per hundred pounds. The price of Class II surplus milk for February, three per cent butter fat content is \$1.62 per hundred pounds.

#### Dairy Feeds

There has probably been a little heavier consumption of dairy feeds due in a measure to shortages in home grown rations. There has been a slightly higher range of prices quoted for ready mixed feeds, averaging probably 50 to 75 cents a ton. Mixed hay also shows an advance in price. Corn meal has advanced while wheat bran has advanced several dollars a ton. Cotton seed meal, gluten feed and linseed meal are quoted at higher figures.

#### February Butter Prices

The butter market has been on a more stable basis although the variation of prices at the various large markets was at times, pretty close. Early in February the market price of 92 score solid pack butter, New York City was quoted at 49½ cents. The market then showed a stronger tendency and prices gradually advanced until 53 cents was reached in the third week.

Higher prices again influenced importations however and on large receipts the market developed an unsteady tendency and lower price range, closing at the end of the month at 51 cents. Domestic stocks in storage however are not large, the holdings in the 26 large cities being on February 19th, 8,286,521 pounds as compared to 23,182,000 pounds one year ago.

The average price of 92 score butter, New York City, on which the price for February surplus was computed was .5127 as compared to .4993 cents per pound last month.

### MANY CITIES REQUIRE MILK FROM T B TESTED COWS

A recent survey made throughout the United States shows that more than 1,200 cities and towns have adopted ordinances requiring that all of the city's milk supply shall come from tuberculin-tested cows. Officials in the Bureau of Animal Industry, United States Department of Agriculture, declare that this sentiment is growing very rapidly throughout the United States, and that probably in a short time every city and town in the country will require the tuberculin test for all cows supplying milk to be sold within its borders for human consumption.

## LATEST MARKET PRICES

**PHILADELPHIA SELLING PLAN**  
The basic price quoted below for January, 1927, is to be paid by cooperating dealers on the average basic quantity established by each producer. For all milk bought in excess of the basic amount, the surplus prices quoted below for the month of February are to be paid. Beginning with January the basic quantity will be established by using the higher average basic quantity established in October, November and December of either 1925 or 1926. These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half-tenth point up or down, and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

This price list is issued with the understanding it is net to the producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at price listed thereon.

(2) To the Inter-State Milk Producers' Association 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.

(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

**BASIC PRICE**  
February  
F. O. B. Philadelphia  
GRADE B MARKET MILK

Test per cent.	100 lbs.	Price per qt.
3.0	\$3.29	7.1
3.05	3.31	7.1
3.1	3.33	7.15
3.15	3.35	7.2
3.2	3.37	7.25
3.25	3.39	7.3
3.3	3.41	7.35
3.35	3.43	7.4
3.4	3.45	7.4
3.45	3.47	7.45
3.5	3.49	7.5
3.55	3.51	7.55
3.6	3.53	7.6
3.65	3.55	7.65
3.7	3.57	7.65
3.75	3.59	7.7
3.8	3.61	7.75
3.85	3.63	7.8
3.9	3.65	7.85
3.95	3.67	7.9
4.0	3.69	7.95
4.05	3.71	8.0
4.1	3.73	8.1
4.15	3.75	8.05
4.2	3.77	8.1
4.25	3.79	8.15
4.3	3.81	8.2
4.35	3.83	8.25
4.4	3.85	8.3
4.45	3.87	8.3
4.5	3.89	8.35
4.55	3.91	8.4
4.6	3.93	8.45
4.65	3.95	8.5
4.7	3.97	8.55
4.75	3.99	8.6
4.8	4.01	8.65
4.85	4.03	8.65
4.9	4.05	8.7
4.95	4.07	8.75
5.0	4.09	8.8

When milk is not tested, the price f. o. b. Philadelphia is 8 cents per quart.

### FEBRUARY SURPLUS PRICE

Test per cent.	100 lbs.	Class I per 100 lbs.	Class II per 100 lbs.
3.0	\$2.03	\$2.03	\$1.62
3.05	2.05	2.05	1.64
3.1	2.07	2.07	1.66
3.15	2.09	2.09	1.68
3.2	2.11	2.11	1.70
3.25	2.13	2.13	1.72
3.3	2.15	2.15	1.74
3.35	2.17	2.17	1.76
3.4	2.19	2.19	1.78
3.45	2.21	2.21	1.80
3.5	2.23	2.23	1.82
3.55	2.25	2.25	1.84
3.6	2.27	2.27	1.86
3.65	2.29	2.29	1.88
3.7	2.31	2.31	1.90
3.75	2.33	2.33	1.92
3.8	2.35	2.35	1.94
3.85	2.37	2.37	1.96
3.9	2.39	2.39	1.98
3.95	2.41	2.41	2.00
4.0	2.43	2.43	2.02
4.05	2.45	2.45	2.04
4.1	2.47	2.47	2.06
4.15	2.49	2.49	2.08
4.2	2.51	2.51	2.10
4.25	2.53	2.53	2.12
4.3	2.55	2.55	2.14
4.35	2.57	2.57	2.16
4.4	2.59	2.59	2.18
4.45	2.61	2.61	2.20
4.5	2.63	2.63	2.22
4.55	2.65	2.65	2.24
4.6	2.67	2.67	2.26
4.65	2.69	2.69	2.28
4.7	2.71	2.71	2.30
4.75	2.73	2.73	2.32
4.8	2.75	2.75	2.34
4.85	2.77	2.77	2.36
4.9	2.79	2.79	2.38
4.95	2.81	2.81	2.40
5.0	2.83	2.83	2.42

### MONTHLY BASIC PRICES OF GRADE B OR MARKET MILK

Month	1926	1927
January	1.15	1.15
February	1.31	1.31
March	1.47	1.47
April	1.63	1.63
May	1.79	1.79
June	1.95	1.95
July	2.11	2.11
August	2.27	2.27
September	2.43	2.43
October	2.59	2.59
November	2.75	2.75
December	2.91	2.91
January	3.07	3.07
February	3.23	3.23

1927  
January 2.87  
February 2.43

### MARCH PRICES

Inter-State Milk Producers' Association  
The price paid for basic milk during March, will be subject to market conditions, be the same price as quoted above for February, 1927. The basic quantity will be established by using the higher of the 1925 or 1926 established basic amounts. First surplus milk, in amount equal to the basic quantity, will be paid for on the basis of 92 score butter prices for the month at New York City, plus 20 per cent. Second surplus milk, represented by the amount in excess of the first surplus will be paid for on a flat 92 score butter price for the month at New York City.

### FEBRUARY BUTTER PRICES

Philadelphia	New York	Chicago
1 50 1/2	49 1/2	49 1/2
2 51	50	49 1/2
3 51	50 1/2	49 1/2
4 52	51 1/2	49 1/2
5 52	52	49
6 52 1/2	52	49 3/4
7 51 1/2	51 1/4	49 1/2
8 51 1/2	51 1/2	49 1/4
9 51 1/2	51	49 3/4
10 51 1/2	51	49 3/4
11 51 1/2	51	51 3/4
12 52	51	50 1/2
13 52	51 1/2	50
14 52 1/2	52	50 1/2
15 52 1/2	52	51
16 52 1/2	52	51
17 52 1/2	52	51
18 53	52 1/4	52
19 54	53	52 1/2
20 54 1/2	53	52 1/2
21 55 1/2	53	52 1/2
22 53 1/2	53	51 3/4
23 53 1/2	51	51
24 53 1/2	51	50
25 51 1/2	51	50
26 51 1/2	51	50
27 51 1/2	51	50
28 51 1/2	51	50

### LENROOT-TABOR MILK

#### BILL BECOMES A LAW

The Lenroot-Tabor Bill, an act to regulate the importation of milk and cream into the United States, for the purpose of promoting the dairy industry of the United States and protecting the public health which has been before the national congress for some time, was finally amended by the Senate and so approved by the House of Representatives has been signed by President Coolidge and now becomes a national law.

The Lenroot-Tabor Bill places under the jurisdiction of the National Secretary of Agriculture the control of importations of milk and cream insofar as this control applies to sanitary standards. It provides an initial sum of \$50,000 for administration purposes.

The bill becomes effective ninety days after its signature by the President.

The Secretary of Agriculture is empowered to issue temporary permits to all applicants until such time as he is in a position to fully enforce the new law. He is also empowered to pass upon and accept from State or Municipalities, or from foreign governments, or political subdivisions thereof, certificates of inspection, etc.

Briefly the Bill provides for practically the same sanitary regulations on imported milk and cream as those being enforced by many state and municipal bodies in the United States, covers rigid sanitary regulations and provides for milk and cream from healthy cows.

Heavy penalties are provided for any violation of the law, covering fines and imprisonment or both.

### WATCH THESE DATES

Scheduled meetings and tentative dates where the new Dairy Council play—"Judge for Yourself"—will be presented in March. See detailed information later.

March 15—Wilmington Del., Court House, Evening.
16—Denton, Md., Court House.
17—Smyrna, Del., High School.
21—Hagerstown, Md., High School.
22—Middleton, Md.
23—Sherman's Grange Hall, Afternoon.
24—Pail Valley.
25—Chambersburg, Pa.
28—Frenchtown, Afternoon.
—Newtown, Pa., Evening.
29—Doylestown, Pa., Afternoon.
—Dutch Neck, N. J., Evening.
30—Sergeantsville, N. J., Afternoon.
—Pennington, N. J., Evening.
31—Ringoos, N. J., Afternoon.
—Allentown, N. J., Evening.

### Eastern States Farmers' Exchange

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"My winter broilers this season

have done better than ever before.

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on Eastern States Growing Mash

and Chick Grains with Eastern

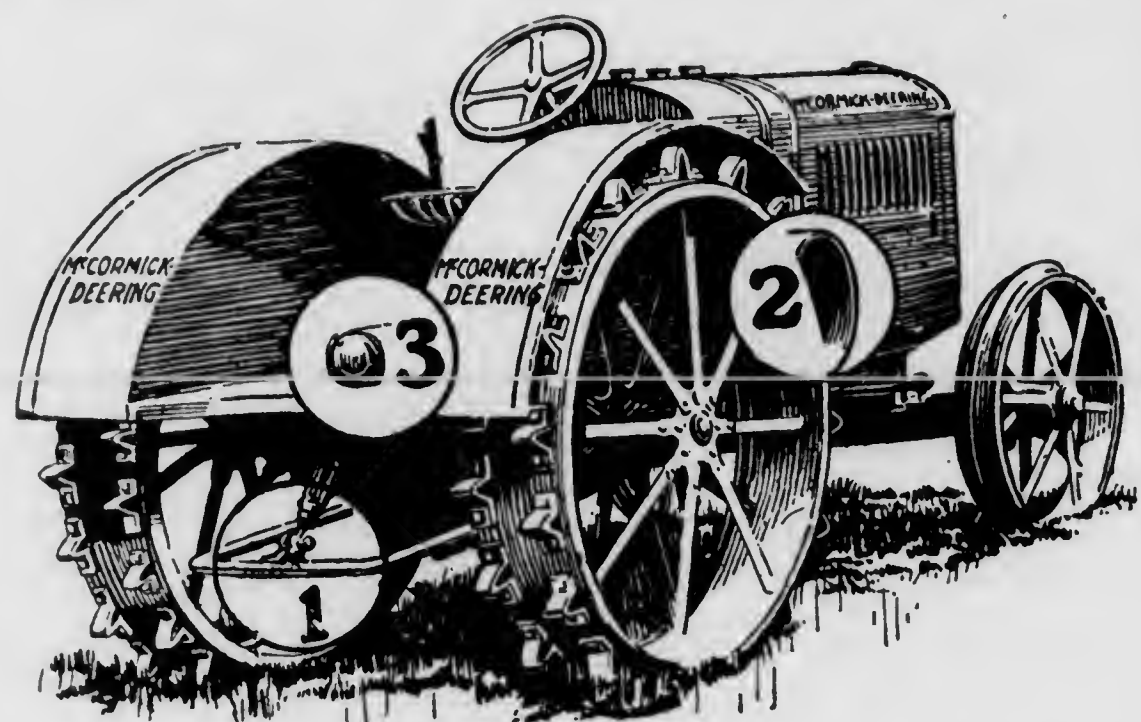
States Vitamine Tested Cod Liver

Oil." — Alfred C. Hall, Windsor,

Vt., February 21, 1927.



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Bacteria counts  
—increase profits

We furnish either the complete outfit or just the cooling unit installed in your own concrete cooling box. Full specifications and price sent on request.

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#### CLEAN AWAY RUBBISH

When the early warm days have cleared the snow off the ground it is time to begin cleaning up all rubbish accumulated during the winter months. Paper, broken limbs and twigs, old leaves, and other trash which may have gathered on the premises should be cleared away.

#### PREPARE HARNESS FOR SPRING

Cleaning, repairing, and oiling the harnesses on days of bad weather should find a place on the calendar of farm operations. Brush or lightly scrape off all dirt and dead hair; then wash with sponge and saddle soap. After the harness is dry, oil well with Neat's foot oil.

### FARMERS TO GET ELECTRIC LIGHT AND POWER

Farmers in Pennsylvania now have the best opportunity ever made available to them for securing electric light and power, according to leading officials of farm organizations and of the Pennsylvania Electric Association, who base their statement on Order No. 28 issued on February 3rd, by the Public Service Commission.

This Order specifies that electric companies shall extend their city rates to farmers and other consumers getting service from rural extension lines. It provides a plan whereby farmers and the electric companies can cooperate in constructing the electric lines to the advantage and benefit of both parties. It makes it possible for farmers to get their electric current through one meter for both light and power.

The procedure for the farmer who wants electric service is to confer with or write to the electric company which supplies electricity in or nearest to his community, and make a request for a service extension. The company will then canvass the entire situation and make a proposition to the farmer covering the revenue which the farmer must guarantee to the company before the extension can be made. The Order requires that the electric company must pay the cost of the extension with the understanding that the consumers shall pay a monthly minimum charge which will be a fixed percentage of the cost of the line extension. The consumers, however, have the opportunity to reduce the original cost and the amount of the monthly minimum payments which they must guarantee by contributing labor or material or both. The larger the number of consumers on an extension the lower this minimum can be made thus giving an incentive to get the whole community as consumers.

Order No. 28 applies to all areas in the State not yet being served. It is the result of months of effort on the part of the electrical committees of the State Council of Agricultural Associations and of the Pennsylvania Electric Association, which represents the electric companies in the state. The effective application of the Order will be facilitated by the continuance of a committee representing both interests whose duty will be to see that farmers get electric service in accordance with the Order.

Authorities on electrification report that in order to build line extension to connect 80 per cent of the farms in the arable area in Pennsylvania the Electric companies will have to spend approximately eighty million dollars and construct many hundreds of miles of pole lines. They, therefore, call attention to the fact that this electric service cannot be extended to a majority of the farms all at once, but rather extension of lines will start at the source of power and continually branch out into the more sparsely settled area in the State.

It is estimated that at least ten years will be required to bring to completion an electrification program of such large proportions, and it will be necessary to practice patience on the part of prospective electric users who are so unfortunately situated geographically as to be remote from the source.

Order No. 28 becomes effective April 1, 1927 and requires that all electric companies in the State must file rates with the Public Service Commission on or before March 1.

Copies of Order No. 28 can be secured by writing to the Public Service Commission, Harrisburg, Pa.

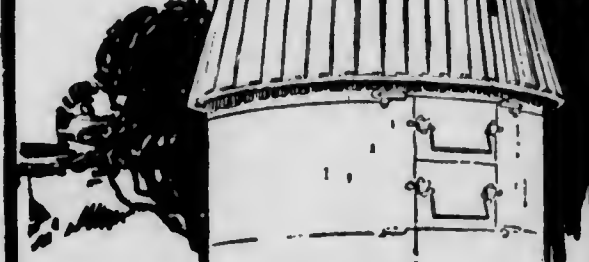


### B-K is Wonderful for removing Retained Afterbirth.

Peter Shallow, owner of a beautiful herd of Guernsey cattle, says: "I find B-K the greatest thing out for cows that do not clean readily after calving. This is a job I always had to do by hand, but now I use B-K by injecting about a gallon of water and B-K solution at the rate of 1 oz. to 6 quarts of water, and have never known it to fail in bringing all things right before the fourth day."

On thousands of Farms B-K is kept on hand constantly to prevent and control retained afterbirth, abortion, calf scours, dairy sterilizing, disinfection of poultry and similar uses. It is non-poisonous, clean, and leaves no odor. Dependable and cheap.

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### At Last!

—the milking machine problem has been solved—yes, solved!—and we'll prove it to your entire satisfaction on YOUR OWN cows, in your own barn, before you pay us one cent. And, if you are not more than satisfied, you just send the milker back at our expense. But we know you, like other dairymen using this great milker, will be DELIGHTED and we back this machine with our 10 YEAR GUARANTEE.

### No Installation

Just wheel any model—gas, electric or hand power—into your barn and start milking. NOTHING TO INSTALL. No pipelines, not tanks. It's all in one handy, compact unit—on wheels. Comes complete—ready to use.

### And It's So Simple

No pipe lines to freeze up or bother with. No pulsators or vacuum tanks. No complicated teat cups. (Our FREE booklet explains all these improvements and many others.) No extra pails. No valves. NO MORE MILKING MACHINE WORRIES. Easy to take apart. Visible milk flow. Motor or gas engine detachable in a moment to pump by hand if desired. It's so simple. A child can operate or move it. This is the milker YOU have been waiting for.

### So Easy to Clean

No pipe lines to clean. No rubber lined teat cups to wash. No extra parts to bother with. No pails to wash—you milk right into YOUR OWN shipping can. It is a boon to housewives. So few parts—and it almost cleans itself by pumping a little water through it. Absolutely SANITARY. It makes milking a joy.

### The Cows Like It

Other improvements (write for booklet explaining them) make this milker so comfortable and easy for the cows. Our positive break in vacuum is conducive to healthier teats and udder. Many dairymen write us their cows take to this new model milker immediately and others say they actually get more milk.

### Price Low—Upkeep Very Small

And so few parts of this perfected simple milker allow a surprisingly low price and 8 months to pay. And, too, the upkeep is exceptionally small—almost negligible. We'll make your milker pay for itself while you are using it. Just mail the coupon—we want to tell you more about this truly marvelous milker—and we will send you an illustrated booklet explaining these recent discoveries, WITH OUR COMPLIMENTS—and without any obligation whatsoever to you.

### A Wonderful Cream Separator

The Page Separator, with engine or electric power BUILT-IN. The closest skimmer by far, of all separators. The larger, heavier bowl with more discs and built-in pump is the secret. Also special foot starter. You may get enough extra butter fat profits to pay for the Page in a year or less. Send coupon NOW.



# Wheel it in and Start Milking

No Installation—No Pipelines—No Pulsators  
No Vacuum Tanks—No Complex Teat Cups  
No Valves—No Separate Pails

Simple—Easily Operated  
Easily Cleanable

### Try This Milker

on an absolutely FREE TRIAL on your own cows and don't pay us one cent until AFTER thorough trial and then not unless you are MORE than SATISFIED with this marvelous new type PAGE MILKER. Read our offer below.

No C. O. D. to Us  
and that \$5 only

# AFTER Free Trial

### What Other Dairymen Say!

Thousands of dairymen write us like this:

"Can milk 6 cows and strip them in 15 minutes. Cows like it better than hand milking. Easy to keep clean. My wife can use it just as good as I can."—Geo. Miller, R. 3, La Salle, Ill.

"The Page Milker has been a Godsend to me. My 13 year old boy milks 16 cows. It has saved me hiring an extra man. Less trouble to care for than our separator. The milk is clean which is impossible by hand."—Chas. T. Branham, R. 4, Tuscola, Ill.

"I like my Page gas engine milker and would hate to go back to hand milking. Any one with 8 cows or more would find a Page power milker a good investment."—J. L. Ness, Sheridan, Ill.

"I have never had one minute's trouble with my Page milker. Does the work. Never freezes up in cold weather like pipe line machines."—Edward R. Hayes, Woodson, Ill.

# Free Book!

## On Milking

Let us send you this free illustrated book explaining the latest discoveries in machine milking. It shows why no dairymen can afford to be without a milker and helps to select the proper milker for YOUR OWN purpose. It's full of important facts—an education in Milking Machines. This wonderful illustrated book is sent with our compliments and obligates you in NO way whatever. Mail coupon today—right NOW while these books last.

Special Farmer Agent Offer

Burton Page Co., Dept. 4723  
400 N. Michigan Ave., Chicago

Please send me your free booklet containing the facts on milking machines and full details of your free trial, easy payment offer on the Portable Page Milkers.

Name.....

Address.....

Do you want our separator offer?.....

Would you like to be a FARMER AGENT?.....





## THE FOOD VALUE OF VEGETABLES

As spring draws near it is a delight to plan the vegetable garden. It is a luxury to have fresh green vegetables close at hand.

The value of the home garden lies not only in its convenience and economy. It supplies us with the freshest vegetables. Nearly all vegetables are more valuable foods when fresh. The shorter the period between picking vegetables and eating them, the more likely they are to retain all the wholesome qualities.

Vegetables are Nature's best tonics. They give us strength and energy. They provide bulk and laxative qualities. They supply us with mineral salts which are necessary as building material to all tissues and fluids of the body. Vegetables also furnish the vitamins which keep us in general good health, protect us against disease, and exercise a profound influence upon nutrition.

While vegetables supply some energy in the diet they are principally valuable for their bulk, mineral salts and vitamins. Foods in general become more appetizing by the addition of vegetables which add variety of texture, flavor, and color. These characteristics give a stimulating quality which is desirable. One cannot afford to do without vegetables, both for the sake of economy and for the sake of health. The quantity of food eaten may be less and the diet cheaper.

### Bulk or Cellulose

The body needs some bulk in the diet to aid digestion and prevent constipation.

This bulk is furnished by the framework of the plants and is known as cellulose. It is not digested in the body to any extent, nor is it changed in character by cooking.

It is furnished by the fruits, cereals and such vegetables as spinach, lettuce, celery, cabbage, carrots, turnips or potatoes.

### The Minerals

Another class of regulating foods which we need are the mineral salts. By salts we do not mean common salt, but all of these so-called mineral substances which are found in foods and are essential elements of the body tissues. About fifteen of these mineral elements are found in our bodies. Certain mineral substances are found in every tissue and fluid in our bodies. Iron and phosphorus form a part of every active cell in the body. Mineral substances are in the blood regulating its specific gravity and alkalinity.

If then these minerals are necessary in the body, it is our problem to select the food which will supply them. Fortunately for us, the necessary amounts of most of the mineral substances are provided in the ordinary mixed diet. What a task it would be if we had to plan to provide some of each of the fifteen elements.

**Calcium, Iron, Phosphorus, and Iodine**  
There are four minerals which may not be present in sufficient amount in the ordinary diet. These are calcium, iron, phosphorus, and iodine.

### Calcium

Calcium, often spoken of as lime, is necessary for strong bones and teeth. Calcium is probably also in part responsible for the heart beat. Food lime is also needed for muscles and blood. The food richest in lime is milk. One pint every day will give an adult more than enough. A child needs a quart of milk per day to be well provided with calcium. Other valuable sources of calcium are green leafy vegetables, carrots, turnips, and parsnips.

### Iron

We know that we cannot live without air, but neither can we live without iron. Without it we should be wholly unable

to use the air. The air contains the oxygen which we receive into our lungs. This oxygen is carried by the red blood corpuscles to all parts of our bodies. The carrying power is due to iron which is necessary to form the red corpuscles. Iron is found in a variety of foods, among the most valuable being egg yolks, green vegetables—especially spinach, cabbage, string beans, dandelion greens, and lentils.

### Phosphorus

Phosphorus helps calcium in making our bones. Phosphorus is also an essential part of our brain tissue. This mineral helps to give rigidity to the teeth. The vegetables which are highest in phosphorus per serving are lentils, peas, navy beans, dandelion greens, corn and lima beans. Other valuable sources of phosphorus are buttermilk, whole milk, cottage cheese, and bran.

### Iodine

Enough iodine in food is an important matter. Only a small amount is needed to prevent goiter, a disease which is troublesome in some parts of our country.

Sea foods contain it. Carrots are high in iodine along the California coast but very low in Oregon. Seaweed is another source of iodine. In some communities salt is iodized and iodine is introduced into the water supply to prevent goiter.

### Our Mineral Problem

Our problem is to obtain enough of the mineral elements in our foods. Generous amounts of milk, vegetables, fruits, eggs and whole grain cereals are needed to give us calcium, phosphorus, and iron.

### The Vitamins

One of the most important reasons for eating vegetables is the vitamins they contain. The vitamins are substances which exist in foods in minute quantity. They are necessary for life and have regulatory and protective functions. They protect us against certain diseases

and are necessary for the growth and health of children.

We do not yet know all there is to know about vitamins according to the scientists. The vitamins have been the most elusive and the most spectacular of all the factors to be found in foods and fruits. We know them by their works! We know that they have wonderful effects. This we have proved by feeding animals on diets which did not contain them. We noticed how these animals failed to grow and in what ways they became ill. Again we noticed how quickly they could be cured by the addition to their diet of the food which contained the appropriate vitamin.

As vegetables are good sources of these vitamins we should eat plenty of vegetables.

As some of the vitamins are easily destroyed by being cooked, raw foods are especially good for us. Salads are good foods to eat, especially when they are composed of green leafy vegetables.

We have gained much of our knowledge of the chemistry of foods from Dr. Sherman of Columbia University. Much of our knowledge of vitamins is founded upon the experiments of Dr. E. V. McCollum of Johns Hopkins University, of Dr. Sherman and Dr. Eddy of Columbia University.

Three vitamins have been definitely recognized for a few years. These are known as A, B, C. More recently D and E have been recognized, and quite recently we have heard of a possibility of vitamins F and G.

Lest this seem confusing let us remember the simple health habits of eating milk, vegetables and fruits every day. Among the green vegetables rich sources of vitamins are spinach, cabbage and green lettuce. Also beet greens, dandelions and turnip tops are valuable. Tomatoes, tender young carrots, rutabagas, and string beans are also good sources of the protective foods.

## THE 1927 FARM VEGETABLE GARDEN

W. B. NISSELY

Every farm raises some vegetables for family consumption, but this does not mean that every farm has a good home garden that cannot be improved upon. In some cases the garden is regarded as an unpopular spot where no one wishes to expend any physical energy. When farm duties are pressing and some work must be neglected it is often the garden. In such cases the quantity of vegetables for the family is insufficient, the quality poor and the family is the loser in not being properly nourished.

Why is it so important to have a good family garden on every farm? The results of hundreds of observations by the writer show that unless vegetables are raised on the farm the family usually does with out them. A good garden will supply the family with a sufficient quantity of a good variety of vegetables through a period of twelve months. To fulfill the requirements of this definition of a good farm garden, and in order that the same may be most

economically handled during the growing season, the following items should be kept in mind.

1. Conveniently located.
2. Large enough to produce a 12 months supply of vegetables for the family.
3. Rectangular in shape for economical handling and at least 100 feet long.
4. Straight rows spaced for either horse or wheel hoe cultivation.
5. Include at least 25 to 30 kinds of vegetables.
6. Include a variety of greens and salad crops.
7. Select only varieties of quality.
8. Prepare the soil well by careful plowing, thorough discing and harrowing, and final smoothing.
9. Early seeding or planting of vegetables that thrive in cool weather.
10. Thin vegetables when young to prevent crowding, and encourage healthy normal growth.
11. Cultivate frequently throughout the growing season.

12. Have proper equipment and material ready to fight insects and diseases.

13. When early vegetables are harvested replant with others. Keep the garden fully occupied during the entire growing season.

14. Provide vegetables for the winter months by canning, drying, storage and cellar forcing.

The 1927 seed catalogues have been distributed by seedsmen. If you have not received yours from your favorite seedsmen, send for it at once. Order a sufficient quantity taking into consideration the likes and dislikes of your family, but do not allow this to narrow down the variety to less than 25 or 30 kinds. Be sure to include a variety of greens and salad crops at least for trial purposes, they contain the vitamins, such as Chinese or Celery Cabbage, New Zealand or Summer Spinach, French Endive or Witloof Chicory, Swiss Chard, Pepper Grass, Mustard, Endive, Brus-

sels Sprouts, Kale and others. Some of these crops may be stored for a month or two in the fall.

The fertilizer problem is not a serious one on the farm where manure is easily available. Manure liberally each year during the late fall or winter and turn under in the spring. After plowing broadcast 6 lbs. of acid phosphate per square rod or 1000 lbs. per acre and thoroughly mix this with the soil in preparing the seed bed. A small quantity of nitrate of soda or sulphate of ammonia should be kept on hand to top dress or side dress during the growing season provided certain crops need stimulation. Liming at the rate of 8 to 10 lbs. per square rod or 1800 to 2000 lbs. per acre may be necessary every 5 years.

Let us all resolve to have a better garden this year than ever before if this is possible. Adopt the slogan "A garden for every family and every family in a garden."

### McNARY-HAUGEN FARM RELIEF MEASURE VETOED BY THE PRESIDENT

After a long struggle the McNary-Haugen Farm Relief Bill, which ultimately passed both branches of the National Congress, by relatively small majorities, was vetoed during the closing days of last month by President Coolidge.

There has been quite a diversity of opinion by the public at large as to the merits of the proposed bill. Much of the criticism directed at this bill on the part of the public appeared to have been aroused by the price-fixing measures of the first McNary-Haugen Bill or the export corporation provisions of the second McNary-Haugen Bill rather than by a careful analysis of the bill as finally passed.

To many it appeared to be a sectional or group bill, rather than one of universal benefit to the farmers of the whole country. Others deemed it a thoroughly impractical measure. In fact, there has been an unusually wide diversification of opinion as to its merits.

The measure finally passed the United States Senate on February 11th, with various amendments, in which the House of Representatives later concurred.

### President Vetoes Bill

President Coolidge, in presenting his veto message on the Bill, stressed numerous reasons for his action. These include among others the fact that he believes the measure to be unconstitutional and that,

"It is an entire reversal of what has been heretofore thought to be sound.

"It is impossible to see how this bill can work.

"It will threaten the very basis of our national prosperity.

"It would impose the burden of its support to a large degree upon the farmers who would not benefit by it.

"The administrative duties involved are sufficient to wreck the plan.

"It will merely aggravate conditions which are the cause of the farmers' present distress.

"It is to fly in the face of an economic law as well established as any law of nature.

"It is an economic folly from which this country has every right to be spared.

"As a direct tax on the vital necessities of life it represents the most vicious form of taxation.

"It upholds as ideals of American farming the men who grow cotton, corn, rice, swine, tobacco or wheat and nothing else.

"It singles out a few products chiefly sectional and proposed to raise the prices of those regardless of the fact that thousands of other farmers would be directly penalized.

"The granting of any such arbitrary powers to a Government board is to run counter to our traditions, the philosophy of our Government, the spirit of our institutions and all principles of equity."

Any effort to pass the McNary-Haugen Act over the President's veto seems at this time to be impossible, owing to the meager majorities by which it passed the Congress.

### FEED LAYERS ALFALFA

Alfalfa is one of the best vitamins containing feeds for hens. When a high grade of alfalfa leaf meal can be obtained, the amount equal to 10 per cent of the mash mixture can be fed.

Uncle Ab says that for real farm relief, he trusts perspiration rather than legislation.

# Results Prove that Larro Costs Less!

Indeed, Larro does not cost more, no matter what you compare it with—not if you figure costs the way they ought to be figured—in terms of milk produced and profit earned per dollar spent for feed.

You needn't take our unsupported word for this, either. Prove it for yourself under the most liberal conditions ever offered to dairymen.

Feed two bags of Larro (200 lbs.) to any one cow you own. Subtract the cost of feed from

the value of the milk you get, and compare the balance—your profit—with a similar figure obtained from any other competitive ration. If you are not satisfied, return the empty sacks to your dealer and get your money back.

Surely you can't lose that way. Frankly, however, we believe your second call will be for more Larro, if your experience is like that of the thousands who have taken advantage of this guarantee offer for the past fifteen years.

Ask the Nearest Dealer

THE LARROE MILLING COMPANY  
DETROIT MICHIGAN  
(644)

# Larro

The SAFE Ration for Dairy Cows  
Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

Prove it for Yourself



More Milk Or It Costs You Nothing  
"Feed 200 pounds of Larro to any one cow; then if your own figures do not show that she gave more milk on Larro, or if for any other reason you are not entirely satisfied, return your two empty sacks and get every cent of your money back."  
Dealers selling Larro are authorized to carry out the terms of this agreement.



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Pedigree Catalogs a Specialty

Horace F. Temple

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One Lever Locks 2 to 50 Cows  
THE great time-saving convenience ever invented in barn equipment is the West Bend Automatic Stanchion with locking, releasing lever—the original, lever-operated, swinging stanchion. Costs no more than ordinary stanchions that must be closed and opened singly by hand. It also assures safety in locking up or releasing cows. One throw of the lever locks or releases the entire row of cows, controls from 2 to 50 stanchions. Cow steps are operated at the same time, guiding the cows into the stanchions. Enthusiastic owners everywhere. Write today for big free catalog showing complete line of West Bend Barn Equipment.  
EASTERN SALES CO.  
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WEST CHESTER, PA.

PHILADELPHIA SILOS  
WOOD-TILE-Cement-Metal  
ROUND TANKS  
BROODER HOUSES  
DAIRY EQUIPMENT  
FREE CATALOGUE AND LOW PRICES NOW  
E. F. SCHLICHTER CO.  
BOX M P NORRISTOWN, PA.

West Bend BARN EQUIPMENT  
THE great time-saving convenience ever invented in barn equipment is the West Bend Automatic Stanchion with locking, releasing lever—the original, lever-operated, swinging stanchion. Costs no more than ordinary stanchions that must be closed and opened singly by hand. It also assures safety in locking up or releasing cows. One throw of the lever locks or releases the entire row of cows, controls from 2 to 50 stanchions. Cow steps are operated at the same time, guiding the cows into the stanchions. Enthusiastic owners everywhere. Write today for big free catalog showing complete line of West Bend Barn Equipment.  
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QUALITY CHICKS  
Chicks from winter laying, farm raised, mature stock, S. C. W. Leghorns, B. I. Reds, Barred Rocks, White Orpingtons, Anconas, Black Jersey Giants, White Wyandottes, White Plymouth Rocks, Black Minorcas, Pekin and Indian Runner Ducks, \$15 per 100 up. Live delivery guaranteed. Parcel post prepaid. Hatching eggs \$8.00 per 100 up. Several breeds rabbits, Circular free. Shipments will be made from one of our nearest associated hatcheries.  
GLEN ROCK NURSERY AND STOCK FARM  
Ridgewood, New Jersey

\$25 Kennedy Utility Saw  
Will cut, rip, plane, groove, and tongue, plough, miter, bevel bore, and rabbet, tenon mortise joint, make mouldings, etc.  
R. M. KENNEDY, 111 N. 7th St., Phila., Pa.





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and recommended  
**BECAUSE**  
**It Gets ALL The Dirt**

Many of the large milk condensaries require that all milk delivered to them is strained through Dr. Clark's Purity Strainers because tests have proved that it is the **ONE** strainer that absolutely insures **CLEAN MILK**.

Dr. Clark's Purity Strainer is the most sanitary and easiest to clean strainer on the market. None other like it—none equal to it. It is made in two sizes—10 qt. and 18 qt. Sold by good dealers everywhere.

**More Money for Your Milk**

Write today for descriptive literature explaining how and why PURITY users get more money for their milk. We will also send full particulars of our

**10 Day Trial Test Offer**

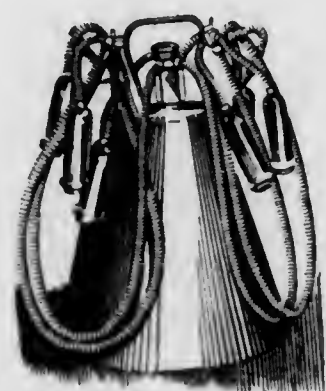
Send your name and address today—find out how you can test a Purity Strainer for 10 days and get your money back if it don't remove every particle of dirt, dust and sediment from your milk.

**PURITY STAMPING CO.**  
Dept. F3 Battle Creek, Mich.

**DR. CLARK'S Purity MILK STRAINER**

**INSURES GRADE "A" MILK**

## Empire Milking Machines got the most votes



Write for Empire booklet: "How to Milk for Biggest Profits".

When a national farm paper asked its readers what milking machine they owned—more said they owned Empire than any make mentioned. Before you buy a new milker talk to a neighbor who owns an Empire. Find out what an Empire saves in time, work and wages—how easy it is to operate and keep clean—how it makes dairying a better business. Sold on easy payment plan.

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You can earn a liberal cash discount by ordering your silo for early shipment. Order NOW—before the big rush is on at the factory. It helps us—it helps you. All you need do to save real money is to order now! Don't lose this money by putting off writing. Act immediately!

Ask, too, for our interesting big catalog giving complete silo information.

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## FOR SALE Pure Bred HOLSTEIN-FRIESIANS

Pure bred heifers and heifer calves from an accredited herd. All are from good producing dams and most of them from my 30 lb. bull King Mahwin Johanna Rue, a son of The King of The Johanna Lads from a 30 lb. dam.

Also offer for sale a pure bred bull mostly white and of good individuality. Will offer for sale a few good grade cows.

Pure bred heifers and heifer calves are all good Holstein individuals and only offered for sale because I am overstocked and about to dissolve a partnership. Will sell at very reasonable prices if I can sell before April 1.

**EUGENE B. BENNETT**  
**THE DREW BROTHERS**  
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**HAMPTON'S BLACK LEGHORN CHICKS**  
THE KIND THAT LAY

The famous Hampton Black Leghorn chick will please and satisfy you and grow into the best layer you ever had.

Circular free. Write to-day.

**A. E. Hampton** Box Y Pittsboro, N. J.

**LEADCLAD WIRE CO.**  
PLAINFIELD AVENUE  
PLAINFIELD, N. J.

## WHO IS MAKING MONEY IN DAIRYING AND WHY?

(Continued from page 2)

when we have a production of milk per cow of 3,219 pounds against their 5,589—almost twice as much as we have? Every record I have ever seen shows that when the production per cow goes up, the cost of that production goes down. Therefore, these men are not only producing considerably more milk per year but at considerably less expense than the farmers here where the production is only 3,219 pounds of milk per cow.

If we were to take one of the better territories of Pennsylvania shipping milk to one plant, what would we find? The farmers in Bucks and Montgomery Counties shipping milk to one particular plant actually sold 9,541 pounds of milk per cow during this same period. These farmers are selling to the same dealer as many of you and in exactly the same market as all of you, and they are selling three times as much milk per cow as are the farmers in this locality.

If we take the average Pennsylvania farmer shipping milk to Philadelphia we find his production for one cow is a 12 quart pail two-thirds full of milk every day in the year, or an average of 15.3 pounds of milk daily. In the best Pennsylvania group, one cow produces two pails of milk, or over twice as much as the average.

On the Eastern Shore it is necessary to have two cows to produce that one pail, two-thirds full of milk, every day in the year. The Delaware farmer, also, is milking, housing and caring for two cows to produce just about the same amount of milk that the Pennsylvania farmer produces from one. In my judgment he is not in a very good position to make money when he has to sell his milk in the same market.

If this is a fact—and we know it is a fact—it is worth bringing to your attention. You have every opportunity before you. You have the same markets as the Pennsylvania farmer. You have the advantage over him in the growing season. Your milk, when taken proper care of, is a little more attractive to the buyer than much of the milk produced in Pennsylvania. Milk from Delaware and Maryland is noted for its good color and the consumer likes to buy milk that has a rich golden color. So you not only have the advantages outlined at the beginning of this talk, but you have a product that, when properly cared for, appeals to the buyer.

There is no question, then, but what—if you had the same kind of cattle and the same feed for them as the Pennsylvania farmers—you would certainly be making money in the dairy business at the present time. If you just had on your farms plenty of silos, and barns, filled with clover or alfalfa hay, there is no question but what the production of milk per cow on the Eastern Shore and in Delaware could measure up to that of Pennsylvania in a very short period of time.

Now is the time to be figuring on that. Now is the time to be figuring on what you are going to plant to feed your cows next winter. If you take the opportunity you can measure up to the Pennsylvania farmers, and, I believe, make money in the dairy business.

Remember that we are not urging general increases in production, but that we do urge an increased production per cow by the development of better cows, better feeding, and recommend that you dispose of your poorer cows by selling them to the butcher.

## WILL TEST ALL COWS IN NEW YORK BY 1933

Tuberculosis Eradication Moving Rapidly—Central Counties Least Willing

By 1933 every cow in New York state will be tested at least once for bovine tuberculosis said Byrne A. Pyrke, commissioner of Agriculture and Markets, at Farmers' Week at the New York State College of Agriculture, Ithaca, N. Y.

Commissioner Pyrke explained how eradication of tuberculosis among cattle began in 1918 with townships and expanded to counties and finally covered the entire state. "Eradication is meeting with much success in the northern and western parts of the state, but in the central portion, especially in Chenango, Orange, and Sullivan counties, there is much opposition to it because many herds have 50 to 70 per cent infected cows and to condemn them would ruin the farmers.

"The Department of Agriculture and Markets is cooperating with the United States Department and, in compiling statistics, it was found that the cow population in New York state has not changed in the last 80 years," he said.

## REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The following is a report of the work done by the Quality Control Department of the Dairy Council, for the month of January, 1927.

No. Inspections Made.....1299  
No. Sediment Tests .....1835  
No. Meetings Held..... 6  
No. Reels of Movies  
Shown ..... 6  
Attendance ..... 421  
No. Miles Traveled.....11202  
No. Man Days, Fairs  
and Ex.....78  
No. Temp. permits issued  
up to January 31st,  
1927 .....21025  
No. Perm. permits issued  
up to January 31st,  
1927 .....8972

During the month 25 dairies were discontinued from selling for failure to comply with the Regulations—18 of which were reinstated before the month was up. To date 66,816 farm inspections have been made.



## BABY CHICKS

100,000 Now Ready From standard bred stock for utility and egg production.

**CHICKS**  
Strong and sturdy and will live. Special Prices Now Ready. Write today and specify kind and quantity you want to buy.

100% live delivery guaranteed. Shipments by Parcel Post. Reduced Prices in Quantities.

**Free Delivery 20 Miles**  
North, South, East and West From Our Store to Your Door. Send for New Poultry Catalog.

**CUGLEY & MULLEN CO.** 1240 Arch St. Agents for "Buckeye" Incubators and Brooders.

\*Presented at a number of meetings held recently on the Maryland Delaware Pennsylvania.

## EDUCATIONAL MEETINGS ON THE EASTERN SHORE

(Continued from page 1)

business will no doubt remain on an even keel for a long time.

R. W. Bulderston, Secretary of the Philadelphia Inter-State Dairy Council, outlined very briefly the purpose of two companion bills recently introduced in the Maryland Legislature by Senator Ensor and Representative Heaps, the purpose of which was to so modify the present law referring to common carriers on the public highways of Maryland that trucks hauling milk for farmers to receiving stations and railroad platforms would be exempted from the payment of the franchise tax for so doing.

### "Judge For Yourself"

The presentation of the new mock trial "Judge For Yourself" met with outstanding success at every meeting at which it was presented.

It tells a real story in a highly entertaining manner. It is evidently set for a long run.

The characters were as follows:

Judge ..... C. I. Cohee  
William Shiftless .... R. M. Dwyer  
Mrs. Shiftless ..... C. A. Wilson  
Prosecuting Attorney... W. S. Holmes  
Attorney for Defense

Dr. E. G. Lechner  
Jessie, { Prof. "Happy" Goldsmith  
(the cow) { C. A. Bishop

We don't propose to tell you the story of this play, but should the opportunity afford, and no doubt it will be presented in your neighborhood in the near future, plan to see it. It is really worth going miles to see—enjoy the laughs.

At the Princess Anne Meeting, which was presided over by County Agent, C. Z. Keller, in addition to the general program there was celebrated the first anniversary of the Princess Anne Receiving Station, which was opened one year ago by the Supple-Wills-Jones Milk Company.

County Agent Keller made an interesting address outlining the development and growth of the new receiving Station and the proposed program of education to be conducted in that vicinity in connection with the profitable production of milk.

The Princess Anne Plant began operations one year ago, with a supply of 16 cans of milk. There has been almost a steady upward growth and at the present time the station is receiving 94 cans. Active plans are now under way to increase this production to 200 cans during the next year.

In addition to the regular program, H. D. Davis, Production Manager of the Supple-Wills-Jones Milk Company made an interesting address on "The Princess Anne Cooling Station and the Future of Dairying in this County". He commended the producers and the County Agent in their endeavor to make the Princess Anne Station a successful one—Feed, Breed and Weed was his slogan. He urged the farmers to produce milk profitably by proper feed—to breed better cows and to weed out the unprofitable producer. A constructive feeding program is necessary. Quality is an important factor—Garlic in milk must be eliminated. By the development and application of economic methods, he said, "A profit in milk will be assured."

### Eastern Shore Meetings

The development of these various meetings on the Maryland, Delaware Peninsula, where the attendance has been well above the average must be credited to

the effective cooperation of the resident directors of the Inter-State Milk Producers' Association, Messrs. A. R. Marvel, E. Nelson James, J. W. Keith, E. R. Pennington and S. K. Andrews, together with the various County Agents in the territory and Clayton Reynolds Field Representative of the Inter-State Milk Producers' Association.

Practically all of the meetings were presented to audiences which more than filled the respective meeting places—in the aggregate 1350 persons attended the meetings.

## PENNA. FARM PRODUCTS SHOW ORGANIZES

Hon. Charles G. Jordan, Secretary of Agriculture, has been elected chairman of the Pennsylvania Farm Products Show, at a meeting of the general committee held in Harrisburg, February 14th, succeeding Hon. F. P. Willits, former Secretary of Agriculture.

H. E. Klugh, manager of the exhibits for eleven years, was re-elected manager, and Raymond G. Bressler, Deputy Secretary of Agriculture, was elected treasurer succeeding former Deputy John M. McKee.

Officers re-elected were R. H. Bell, assistant director of agricultural Extension Work at the Pennsylvania State College, Secretary and Miles Horst, Lebanon, as assistant secretary.

Manager Klugh reported that the 1927 Show was a financial success. He deplored the lack of housing facilities and said that continued expansion of the Show space was imperative, if the Show was to continue its growth.

Entries at the recent Show were as follows: pigeons, 884; eggs, 433; wool, 87; apiary, 77; maple syrup, 16; tobacco, 87; potatoes, 209; corn, 327; dairy products, 155; poultry, 527; small grains, 97; fruit, 720; baby beef, 212; lambs, 17; total, 3848.

An important step toward the definite organization of the management of the State Farm Products Show was taken when a motion was passed to the effect that the "show committee be re-organized under a commission provided for by legislative enactment and that specific provision be made for an advisory board to the Commission composed of representatives of the participating organizations or agencies".

## REPORT OF THE FIELD AND TESTING DEPARTMENT INTER-STATE MILK PRODUCERS' ASSOCIATION.

The following statistics show the aggregate operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of January, 1927.

No. Tests Made ..... 6280  
No. Plants Investigated .. 102  
No. Membership Calls .. 168  
No. New Members  
Signed ..... 73  
No. Cows Signed ..... 466  
No. Transfers Made .... 33  
No. Meetings Attended .. 13  
No. Attending Meetings 739

"Roadside markets in a community are a daily fair where farm products may be exhibited and studied for the good of the producer and the consumer."—Heidrick.

## "PLAIN COWS that respond to feeding"



*Paul P. Davis, Jr., 1926*  
*American Milling Co.*  
*Peoria, Ill.*  
*Sanctimonious,*  
*Having raised you*  
*past three years and again*  
*this year I feel qualified*  
*to recommend your high*  
*quality feed to my neighbors.*  
*We are a shipping 320 lb.*  
*from 24 cows in a plain*  
*recal cows but just plain*  
*cows that respond to feeding*  
*and had to come back to*  
*University of Delaware.*  
*Joan J. Matthews*

writes  
Mr. Matthews

THE formula of Amco 24% Universal was devised several years ago by leading college feed specialists. It has given universal satisfaction on dairy farms in a dozen states.

The College Feed Conference Board at each annual meeting has studied this formula in the light of new feeding developments, but has never suggested a change. The formula is public and always to be found on the tag.

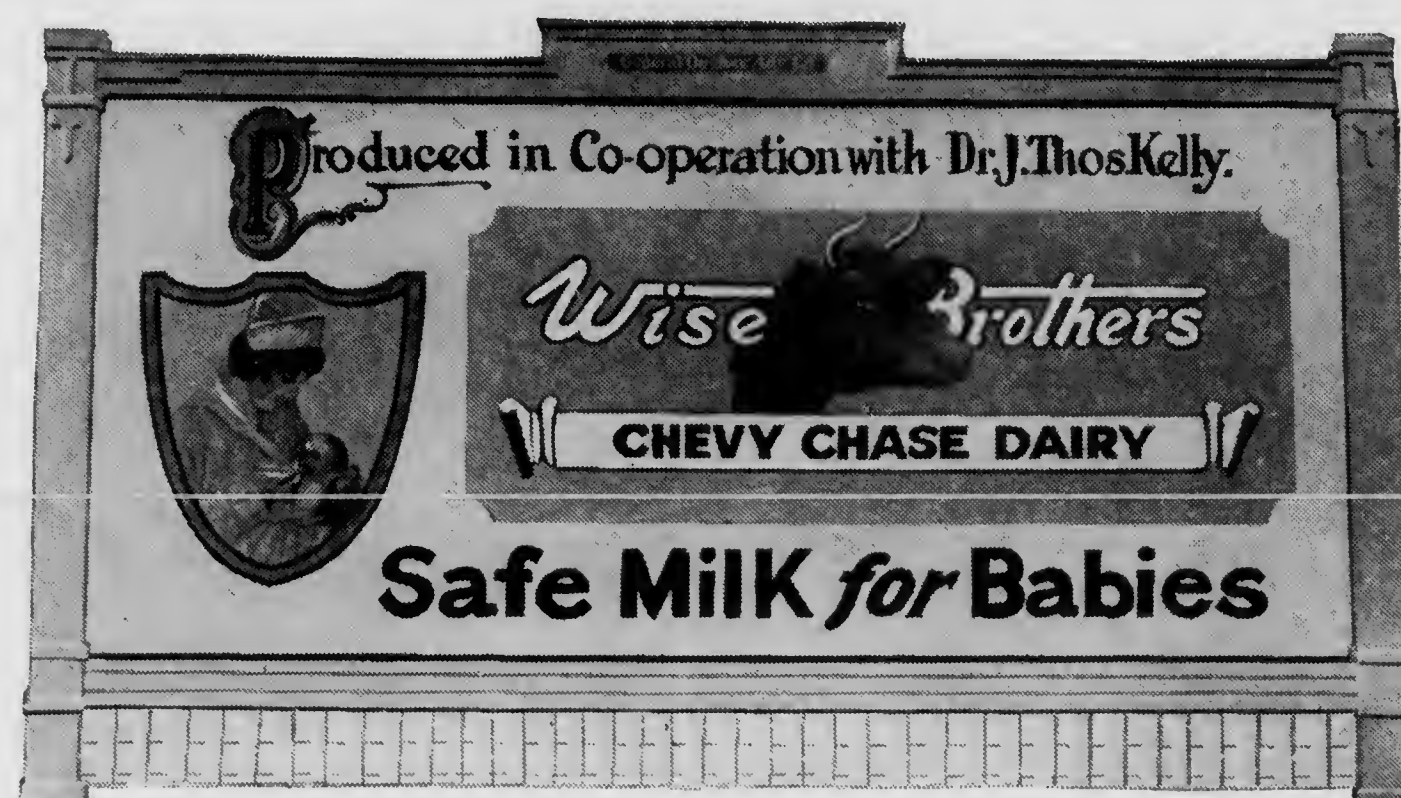
AMCO 24% Dairy is the companion market feed to Amco 24% Universal. The formula is changed from time to time to take advantage of favorable market changes, and make a better price to buyers. No change is made until it is approved by the Pennsylvania member of the College Feed Conference Board. Thus the feeder is protected by his college, and he, himself, knows when the change is made because it shows on the tag.

DIVISION OFFICE: MUNCY, PA.

**AMCO**  
**FEED MIXING SERVICE**

AMERICAN MILLING CO., PEORIA, ILL.





The Chevy Chase Dairy employs signs like this one to tell the people of Washington that their milk is "Safe for Babies." As stated on the sign, this milk is produced for them by

Dr. J. Thomas Kelly, on whose Pleasant Hills Farms at Germantown, Md., the De Laval Milker is considered a tremendous aid in the production of clean milk.

## 75 Per Cent of Washington's Grade A Milk is Produced with De Laval Milkers

**D**E Laval Milkers produce approximately 75 per cent of the Grade A, Certified and Special Nursery Milk consumed in Washington, D. C., at the present time. In the Washington milk shed, as in other sections, dairymen have found the De Laval Milker a material aid in making clean milk of low bacteria count.

However, the sanitary feature of the De Laval Milker is only one of the many advantages that combine to make the De Laval Milker a necessity to every milk producer. The fact that the oldest users of the De Laval Milker are its strongest boosters is perhaps its finest recommendation. At the right are nine facts based on a report on the De Laval Milker made by 1844 users in the United States and Canada. Read them.

### The De Laval Separator Company

NEW YORK  
165 Broadway

CHICAGO  
600 Jackson Blvd.

SAN FRANCISCO  
61 Beale Street

#### Facts About The DE LAVAL MILKER

1. 650,000 cows now milked the DeLaval Way.
2. De Laval Milkers now in their eleventh year of use.
3. 83.27% of the users report average saving of 2 1/5 hours per day—saves half the time in milking.\*
4. 97.13% of the users say it agrees with their cows.\*
5. 99.4% of the users say they get as much or more milk with the De Laval as they did by hand milking.\*
6. 9.49% average increase in production per cow is reported by those who claim the De Laval Milker increases production.\*
7. 94.80% of De Laval users say their milker is easy to keep in a clean and sanitary condition.\*
8. Average bacteria count of all reporting, 14,542—62% report counts of 10,000 and less.\*
9. 96.45% of De Laval users say their milker is "the best", "one of the best", or a "good" investment as compared with other farm equipment they own.\*

\*Based on reports from 1844 De Laval Milker users in all parts of the U. S. and Canada.



Part of the Guernsey herd at Green Hill Farm, owned by Mr. E. F. Riggs of Hyattsville, Md. The De Laval Milker installed at this farm is likewise proving its value in the production of Grade A Milk.

Below—On Ashley Farms, owned by W. W. Mobley of Derwood, Md., the De Laval Milker is considered a necessary piece of equipment for the farmer making Grade A or Certified Milk. Six of the De Laval units which milk the purebred Guernseys kept on this farm are shown in the foreground.



The interior of the splendid barn at Pleasant Hills Farms, owned by Dr. J. Thomas Kelly. A sign which is used by the Chevy Chase Dairy to advertise milk from this farm is shown at the top of the page.

# Milk Producers' Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

VOLUME VII

WEST CHESTER, PA., AND PHILADELPHIA, PA., APRIL, 1927

NUMBER 12

## EXTENSIVE CORN BORER CAMPAIGN

### National Government Plans to Spend \$10,000,000

Plans for the most extensive project ever undertaken in the history of the northern States for curbing the destruction by an insect pest, are now in the making.

Reports from both the State Department of Agriculture at Harrisburg and the United States Department of Agriculture at Washington indicate that the

\$10,000,000 campaign against the European corn borer in New York, Pennsylvania, Ohio, Michigan and Indiana is going forward as fast as the legislation in these States will permit.

The Federal Act provides that the \$10,000,000 appropriation will not become available until the necessary legislation, now pending, is passed in the legislatures of the five States. This legislation will give the State departments of agriculture the necessary powers of quarantine and compulsory clean-up required, together with authority to delegate such powers to the Federal workers employed under the Act.

The Pennsylvania legislation was passed and signed by Governor Fisher on March 10th. When the State Legislation has been passed in all the States, steps will be taken immediately to put the Federal regulatory organization in the field and begin the inspection of individual farms in the control area. The inspector will notify farmers of the necessary measures which they must take, according to the provisional regulations adopted by the conference of State and Federal workers.

#### To Destroy All Corn Remnants

These regulations require the burning or satisfactory destruction of all cornstalks, remnants of stalks and corn cobs either in the field, the feed lot, the barnyard or around canning factories and other process agents, unless ensiled or shredded. The corn fields must either be plowed to such a depth that no stalks, pieces of cobs or other corn remnants appear on the surface when it is plowed, disced, harrowed, planted or cultivated, or, if not plowed, the fields must be cleared by pulverizing or burning all corn remnants and debris.

It is expected that individual farmers voluntarily cooperating in the clean-up, will take these necessary measures by May 1. Following May 1, all farms will be re-inspected. If reported as meeting all requirements as to control measures, the individual farmers will be reimbursed not to exceed \$2.00 an acre for field corn and not to exceed \$1.00

an acre for sweet corn on which he is obliged to undertake operations in addition to those normal and usual in farm operations at this season.

Where the regulations have not been complied with either intentionally or unintentionally the Federal regulatory force under the authority of the State Department of Agriculture will conduct the necessary clean-up with its own special machinery and crews. The farm cost of such enforced clean-up will be charged to the individuals on whose farms the work is done and will be collected on the same basis as taxes by the State authorities under the authority which the State legislation now pending will give them. The funds collected in this way by the State authorities which represents expenditure of Federal money will be turned over to the United States Treasury as provided for in the Federal Act and pending State legislation.

#### 2,500,000 Acres to Be Cleaned

Prior to May 1, according to the provisional program the Federal forces will

(Continued on page 10)

## LANCASTER COUNTY DAIRY SCHOOL

### Three Day Session Held Near Goshen

Unfavorable weather conditions restricted to a large extent the attendance at the first two meetings of a Dairy School at Oakryn Hall, near Goshen, in Lancaster county, Pa.

The School was scheduled to be held on three successive Fridays, February 18th, 25th, and March 4th.

At the first meeting addresses were

Council motion picture, "Fair Acres," was shown.

#### Second Session

The second session of the Dairy School was held at Oakryn Hall. At this meeting R. W. Bulderston presided and outlined the second step in dairy improvement work, emphasizing particularly the value of the bull club as a means of improving the dairy herds of a community in a definite organized way.

Mr. F. R. Ealy spoke on the calf club as an educational feature of value to our young people and to the community as well.

Prof. George Taylor, of State College, spoke on the cow testing association and also on the important items in the production of high quality milk.

Many questions were asked relative to various phases brought out by the speakers after which Miss Louise Everts of the Dairy Council gave a presentation of "Interior Decorating" a tip to the ladies on how to improve the husband.

The morning meeting included

a dairy cattle judging demonstration by Prof. E. B. Fitts, Pennsylvania State College, and a dairy cattle judging contest, in which all persons could participate.

The prize winners at the contest included: First Prize, Kieth Mahan, Nottingham, Pa., five dollars cash; Second Prize, J. C. Pownell, White Rock, Pa., milk scales; Third Prize, Edgar King, Peach Bottom, Pa., milk scales.

These various prizes were donated by the Inter-State Dairy Council.

C. I. Cohee, also made an address on "Third Step in Dairying". This session was held on the farm of Ross Ulrich, Peach Bottom, Pa.

The afternoon session was held at Oakryn Hall, when addresses were made by Dr. J. Alexander Webb, Abbotts' Alderney Dairies, Prof. E. B. Fitts, State College, and a general discussion on the subject of "Rations for Local Use."

The session closed with the presentation of "Judge for Yourself", a mock trial, presented by members of the Quality Control Department of the Dairy Council.

Following these addresses a Dairy



A "Supper Club" of industrial girls in Chester, Pennsylvania who met weekly, preparing a complete meal each week under the supervision of Miss Evelyn Burdick, of the Nutrition Department of The Philadelphia Inter-State Dairy Council. The course included such topics as: Food Essentials for Body Needs, Beverages (Milk, etc.) and preparation of a healthful breakfast, lunch or dinner.



## DELAWARE COUNTY EXTENSION SOCIETY HOLDS ANNUAL MEETING

The annual meeting of the Delaware County (Pa.) Extension Association was held at Swarthmore, Pa., on March 10th, 1927. Arthur S. Linvill, president of the association, presided.

The morning session was largely given over to reports of committees and general business matters. Miss Grace P. Bacon, of the extension force and H. O. Wilcox, county agent made formal reports.

Dinner was served at the Strathaven Inn, at which upward of 70 members and guests participated.

Following the dinner addresses were made by a number of the members and guests.

Dr. C. J. Jordan, Secretary of Agriculture, Commonwealth of Pennsylvania made a interesting address. He referred particularly to the ravages of

the European corn borer and the work to be done looking toward the eradication of that pest. Referring to the eradication of the bovine tuberculosis, Dr. Jordan said that 43 per cent of the cattle in Pennsylvania were either tested or signed up for the test. In the next two years this number would probably amount to 75 per cent. In ten years or probably in five years every city in the state would be requiring milk from herds that are free of tuberculosis. Dr. Jordan said further that he was making an urgent plea for necessary funds for indemnity for tuberculosis cattle to enable the department to continue its active campaign working to complete eradication of tuberculosis in the cattle of the state.

At the request of Dr. Jordan, former Secretary of Agriculture, F. P. Willits,

awarded the following prizes to the Delaware county exhibitors at the recent Farm Products Show, held in Harrisburg, Pa. These awards included the following:

R. Harry Hannum, Brandywine Summit, Pa. First prize, white dent corn, Honorary Class. \$4.00 and ribbon.

Glen Riddle Farms, Glen Riddle, Pa. S. D. Riddle, owner; John Everson, manager. Second prize, red skin potatoes. \$2.50 and ribbon.

Rowland Evans' Sons, Glen Mills, Pa. First prize, district class, white dent corn. \$3.00 and ribbon. First in 30-year class, state-wide, white dent corn. \$7.00 and ribbon.

S. L. Smedley, Jr., Newtown Square, Pa. 12 first prizes on apples, 15 second prizes on apples, 8 third prizes on apples. Total 35 ribbons and \$138.00.

Fordel Farms, Media, Pa., S. J. Henderson, owner; A. O. Frye, manager. Diploma of Merit for milk exhibit, scoring 98.3%.

R. W. Balderston, secretary of the Philadelphia Inter-state Dairy Council, introduced Miss Louise Everetts, who presented a new council monolog entitled, "Interior Decorating."

Mrs. Frances E. Clark, presented an interesting talk on "Music Appreciation."

Brief addresses were also made by Watson Atkinson, F. P. Willits, and county agent Wilcox.

The following officers of the association were elected to serve for the ensuing year. President, Arthur S. Linvill; Vice President, Wm. Evans, Secretary, Mrs. R. W. Balderston and Treasurer, S. L. Smedley, Jr.

## AMERICAN DAIRY FEDERATION TO MEET IN WASHINGTON

The preliminary plans for the meeting of the American Dairy Federation, which will be held in Washington, D. C., on April 26, 27 and 28, 1927, have been announced.

The purpose of this meeting, the second which the American Dairy Federation has held, is to familiarize the men and women of the industry with the activities of the department which have played a part in the rapid growth of the dairy business in the United States. Among these activities are the improvement of methods of breeding and feeding dairy cattle; the handling of raw products, both for fluid consumption and preparatory to the manufacture of butter, cheese, and other manufactured products; the perfection of manufacturing processes; the development of new pro-

ducts; and the improvement of machinery, equipment, sanitation and of testing, measuring and efficiency methods.

A secondary, but not less important, purpose of the gathering is to assist the heads of bureaus and divisions in the department and the members of their staffs, through new contacts with the men and women actually engaged in the industry, to learn the problems and outline the work which needs to be planned for the immediate future.

Dr. C. W. Larson, chief of the Bureau of Dairy Industry, and Lloyd S. Tenny, chief of the Bureau of Agricultural Economics, will cooperate with the American Dairy Federation in preparing the program. Points of interest will be the dairy experiment farm at Beltsville,

Md., the research laboratories and the market milk investigation, dairy introduction, and dairy engineering sections of the Bureau of Dairy Industry; and the livestock reporting, statistical, market news information, and dairy marketing divisions of the Bureau of Agricultural Economics.

The tentative program as outlined herewith, presents a general program of the three days' session:

One day, U. S. Department of Agriculture, Bureau of Dairy Industry—Explanation of research work in laboratories. Central office cow-testing associations. Central office better bull and cooperative bull associations. Market milk investigations. Manufacturing investigations and introduction. Milk by-products. Dairy products utilization.

One-half day in U. S. D. A. Bureau of Agricultural Economics—Foreign and domestic dairy information. Live stock and crop estimates. Dairy statistics. Dairy market studies and news service.

One-half day at Dairy Experimental Farm, Beltsville, Md.—Trip by bus. Dairy management. Research projects in feeding. Research projects in breeding. Relation of form to function.

One-half day U. S. Department of Commerce—Foreign trade information. Domestic distribution studies. Elimination of waste and standardization of materials. Census bureau.

This leaves one-half day for organization, and for extension of program as more complete arrangement of details indicates the necessity.

## FARMERS INTEND TO PLANT LARGER CROP AREAS THAN OUTLOOK WARRANTS

The slightly larger acreage of the principal crops, which it is indicated farmers intend planting this spring, is not desirable in view of the general agricultural outlook, but some of the shifts in acreage contemplated may be beneficial, according to an analysis of the intentions-to-plant report issued by the Bureau of Agricultural Economics, United States Department of Agriculture.

Farmers' plans to plant as much corn as last year would result in a continuation of the present level of corn prices. The intended reduction of about 2 per cent. in acreage in the Corn Belt would still produce a larger crop than in 1926

if average yields are obtained.

The dairy outlook in the Eastern States is considered good for the year. Field work has been begun in the more southern areas, although the land generally throughout the belt is unfit to work as yet.

Winter wheat growth and condition are reported as fairly good. Livestock have wintered well. Hog raisers are optimistic. There is talk of increased hog breeding this year, depending, however, on corn prospects.

Intended increases of acreage of oats and barley would produce larger crops of these grains and this is not considered desirable except where the grains are needed for feed to be used on the farms where produced. The slight changes in-

tended in acreage of tame hay and grain sorghums could not materially change the present market situation.

The slight decrease in hard red spring wheat acreage appears desirable in view of the probable increase in harvested acreage of winter wheat. In areas not well adapted to durum wheat, farmers should hesitate to replace hard spring wheat with durum, though it may pay to substitute some durum for cash oats or barley.

The report says that "the South probably will grow considerably more corn and other feed crops this year, so that if acreages are sustained elsewhere, a good growing season might bring another year of cheap feed stuffs. Nevertheless, the farm community is in much

better position to make profit out of low-priced feed crops this year than from low-priced cash crops."

The department's index of purchasing power of farm products in terms of non-agricultural commodities is placed at 81 for January, against 80 in December, the 5 pre-war years being considered as 100. This compares with 88 the previous January and 84 two years previous.

The department economists see nothing in the business situation which offers any outstanding signals so far as the plans of farmers might be concerned. The general presumption is that the domestic market will continue to absorb farm products this year "about as usual."

## PRODUCERS' ASSOCIATION AND DAIRY COUNCIL HOLD MANY MEETINGS

During the last month the Inter-State Milk Producers' Association, cooperating with the Inter-State Dairy Council, have continued their educational program with meetings throughout many sections of the Inter-State Milk Producers' Association territory.

Through these meetings and demonstrations these organizations have presented to its members a program that has not only been educational in character but in a measure has been entertaining as well.

In many cases they have been held

before large audiences, the various meeting places filled to their capacity.

In the majority of cases the program was similar to that presented at the Eastern Shore meetings which were fully described in the March issue of the Milk Producers' Review.

The Dairy Council play "Judge for Yourself" has proven of exceptional interest at every meeting.

C. I. Colhee, Director of the Quality Control Department, has, at all of the meetings presented his address on "Who is Making Money in Dairying, and Why?" While H. D. Allebach, presi-

dent of the Inter-State Milk Producers' Association has, at most meetings, made an address on "Some New Problems for Our Dairymen," outlining a number of the problems confronting the producer of milk in the Philadelphia Milk Shed. Prof. "Happy" Goldsmith of the National Dairy Council, Chicago, Ill., entertained at these meetings with his characteristic popular entertainment, stressing the nutritional value of dairy products.

At many of these meetings brief addresses were made by local speakers as well as by various members of the association and the Dairy Council.

The various points at which these meetings were held during March, include the following. Dublin, Kempton, Goshen, Honey Brook, Trappe, Waynesboro, Duncannon, Mercersburg, Dry Run, Chambersburg, Newtown and Doylestown in Pennsylvania; Hagers-town and Denton in Maryland; Wilmington, Harrington and Middletown in Delaware; and Frenchtown, Dutch Neck, Sergeantsville, Pennington, Ringoes and Allentown in New Jersey.

The attendance at these various meetings averaged 164 persons, the largest being that at Mercersburg, Pa., where 500 people were present.

### "THE CARE AND HANDLING OF MILK"

By Harold E. Ross

A 400-page booklet, from the pen of Professor Harold E. Ross, Professor of Dairy Industry, New York College of Agriculture, Cornell University, has been published by the Orange Judd Publication Co., Inc., New York City. The new book presents most graphically the various phases of the Dairy Industry generally. It is fully illustrated and bound in cloth.

It is intended as a text book for dairy students and as a guide for all who are interested in the care and handling of milk and its use as a food. In preparing this book, references have been made to the latest investigations along the several lines discussed.

The subject matter is divided into convenient chapters, dealing with the different phases of the industry. The Production of Milk on the Farm; Proper Care of the Cows; Cooling of Milk; the Care of Utensils; Modern Dairy Barns; the Milk House, etc., are treated at length.

The handling of milk through the City Distribution Plant, together with an interesting description of the various processes which are necessary for the preparation of milk for daily consumption, provide interesting chapters.

In addition to the chapters already outlined other chapters treat of the Chemical Examination of Market Milk; Plate Method of Counting Bacteria; Food Value of Milk and the Use of Milk as a Food; the Production of Clean Milk; Inspection of Milk in the Country and the Dairy Score Card; the City Inspection of Milk; Judging Milk and Cream; Dairy Buildings; the Transportation and Distribution of Milk, etc., etc.

The book on the whole should prove of exceptional value to our readers.

### SURPLUS SKIM MILK AND WHY MAKE VALUABLE POULTRY FEED

Concentrated sour-skim-milk poultry feed now being made in many milk plants where there is a surplus of skim milk can be improved as a feed for poultry by the addition of whey, thus increasing the milk-sugar content, says the Bureau of Dairy Industry, United States Department of Agriculture.

Experiments in feeding have clearly established the fact that milk sugar has a definite function in controlling digestive disturbances due to infections of the lower intestines. Several investigators have proved the beneficial effects of milk sugar in combating white bacillary diarrhea and coccidiosis in chickens. Experiments also indicate that feeding chicks a dry mash containing 20 parts of milk sugar, or of skim-milk powder which is 50 per cent milk sugar, materially reduced the losses among chickens heavily infected with coccidiosis.

The concentrated sour-skim-milk product now being made contains about 9 per cent milk sugar when made of skim milk only. Whey contains about 5 per cent milk sugar. The Bureau of Dairy Industry has described a method of utilizing whey in conjunction with skim milk when both are available to make a product that contains more than 13 per cent milk sugar. In this way the feed value of whey may be utilized and the value of the product as a poultry feed considerably increased.

The term unit as applied to fertilizers means one per cent or twenty pounds in a ton.

### SOME STRAINS OF BACTERIA MORE EFFICIENT THAN OTHERS

All the cultivated legumes—peas, beans, vetches, clovers, alfalfa, and related plants—benefit the soil, whereas a continuous growth of cereals and other nonlegumes leads to a decline in soil productivity. This difference is due mainly to the fact that the legumes take their nitrogen partly from the air, whereas the nonlegumes take it from the soil.

It is the presence of certain bacteria in the soil that enables the legume plants to make use of the atmospheric nitrogen. It is not the legume itself, but these bacteria that gather the nitrogen from the air and transform it into compounds that are taken up by the plant roots. The laboratory where these bacteria perform this wonderful transformation, that no chemist has yet been able to imitate, is in the root nodules which may be seen on healthy legume plants. Non-legumes do not have such "nodule laboratories," hence they can not gather free nitrogen from the air.

In the absence of bacteria in the soil naturally, it is common practice to supply them by transferring soils from fields already containing them or by artificially prepared cultures from the laboratory. These cultures are prepared by growing the bacteria in liquids, or upon jellies, or directly in the soil. It is interesting to note that despite the minute size of the bacteria every strain has its own peculiarities, a higher or lower efficiency, just as with breeds of higher organisms. It is important, therefore, says the United States Department of Agriculture, to select and propagate only the most active and efficient strains.

Numerous tests, says the department, have shown that for practical purposes, the legumes commonly cultivated may be divided into seven groups, each of which has its special bacteria. The seven groups are those capable of using the alfalfa bacteria, the red clover bacteria, the vetch bacteria, navy-bean bacteria, lupine bacteria, cowpea bacteria, and the soy-bean bacteria.

### PENNSYLVANIA COW SETS RECORD FOR COWS OVER 14 YEARS

World's Highest Producer in Her Class is Owned by Young Farmer Breeder

The efficiency with which an official production test will bring a really good cow from obscurity to national prominence is again demonstrated by the test that has been completed on Sally's Duchess, an old Pennsylvania cow which is now recognized as one of the great producers of our time.

Sally was started on test when 14 years and 3 months of age, when she was looked on merely as one of a herd of good Jersey cows. Ten months later she completed a record of 678.08 lbs. of butterfat and 12158 lbs. of milk. She made this record "with calf," so she won the American Jersey Cattle Club Gold Medal and the World's Championship for Jersey cows 14 years old and over.

This great producer is owned and was tested by N. E. Sampson of Volant, Pa. Mr. Sampson does not possess the modern equipment found on many dairy farms, so Sally's record was made under very ordinary conditions. The ration used consisted of mixed hay, 20 lbs. of silage, 8 lbs. of beet pulp and an average of 14 lbs. of grain ration.

Six cows in Mr. Sampson's herd were tested at the same time as Sally's Duchess, and they averaged 510 lbs. of butterfat in 305 days, all calving in time to qualify for Class AAA.

### NEW JERSEY ADOPTS TUBERCULIN AREA TEST

Also Provides Laws For Milk Classification

Under an act of the New Jersey Senate and General Assembly, which has had the approval of the Governor and has now become a law, provisions have been made for amendments of the present laws of the state governing the tuberculin testing of dairy cattle.

The new law provides for the adoption of the modified accredited Area Test of dairy cattle. When 75 per cent of the owners of the cattle in any prescribed district have signed up for the test, the remaining cattle owners must either have their cows tested or the movement of their cows will be quarantined.

The law also provides for the appraisal value of cattle for the payment of indemnity and provides numerous penalties for the violation of the act.

This bill carrying these amendments was introduced in the Senate by Mr. Agans and is known as Senate Bill No. 198.

Another bill to protect the consumer of milk from contracting tuberculosis, makes it unlawful in New Jersey to sell milk or cream from cows that have not been tested for tuberculosis unless such milk has been pasteurized. This law also provides that milk or cream produced from cows in states other than New Jersey shall be pasteurized before being sold, excepting that produced by cows which have successfully passed a tuberculin test within one year, made by a licensed veterinarian of the state where the cows are maintained.

This bill was introduced by Mr. Olden, and is known as Assembly Bill No. 369.

### BOVINE T B ERADICATED AT INCREASING RATE

The number of cattle tested for tuberculosis in the country under Government and State supervision during the fiscal year ended June 30, 1926, was 24 per cent more than for the preceding year, according to the United States Department of Agriculture.

Nearly every phase of tuberculosis eradication work showed an increased activity during the year. Though the accredited-herd plan of combating the disease was conducted in all the States, general preference was given the area project which provides for the testing of all cattle in a county. Under this plan over 6,500,000 cattle were tested, or over 1,500,000 more than during the preceding year.

Of noteworthy interest in connection with the tuberculin testing under both accredited-herd and area plans was a survey to show the present estimated extent of the disease. The survey showed the probable extent of the disease as 2.8 per cent, meaning that on an average 28 cattle out of every thousand in the United States are tuberculous. In 1922 the estimated per cent of infection was 4 per cent.

### KNOW YOUR VEGETABLES

If you have kept notes on the behavior of certain varieties of vegetables last year you will know which ones to plant this year. Also consider the quality of the seed you had last year. Did it germinate well under the prevailing soil and weather conditions? Profit by last year's experience and get seeds that will germinate well and produce vegetables of fine quality and flavor, and also early ones.

### JAPANESE BEETLE REGULATIONS FOR 1927

A general statement by the New Jersey State Department of Agriculture as to the plan and program in reference to enforcement measures in connection with the Japanese Beetle quarantine, has been published.

The general statement governing the area is that all farm products, including vegetables, fruits and forage crops are prohibited movement out of the regulated area from June 15 to October 15. An exception is made to this, however, for those farm crops which can be treated or inspected so that they will be free from infestation. Machine grading satisfies this requirement for crops which can be so handled. After inspection and approval at various centralized points, they may be certified for shipment outside the regulated district.

Certain articles of produce, such as raspberries, blackberries, hay and straw, which are difficult, if not impossible to free from infestation, cannot be allowed movement from the infected territory unless chemical means of treatment are devised.

Another provision, however, permits the certification of all articles of farm produce grown in areas where the fact is established that no infestation of the Japanese Beetle exists. Cumberland county N. J. is such an area, and as a consequence its canhouse tomatoes may be shipped to Baltimore as formerly.

No restrictions are placed on the movement of white or sweet potatoes that are free from soil; this is likewise true of watermelons, dried fruits, dried vegetables, seeds and grains. Hay and straw are excluded from the quarantine regulations when these products are used to pack material or articles other than fruits and vegetables.

The entire quarantined area includes the States of New Jersey and Delaware; the line extending across Pennsylvania, through Harrisburg, following along the Allegheny mountains to a point opposite the New Jersey State line; then following the State line to the Hudson River; and then across New York State at Ossining; Connecticut at Stamford; and then southward, taking in about half of Long Island.

### USE OF ASSOCIATION SIRES BRINGS PROFIT

Figures compiled by dairy extension specialists of the Pennsylvania State College show that Pennsylvania bull associations are contributing in a marked degree to profitable dairying.

In the Montgomery County Bull Association, daughters of bull association sires produced an average of 13,909 pounds of milk and 453.5 pounds of butterfat compared to 10,572 pounds of milk and 381.2 pounds of butterfat for their dams. This is an increase of 3,337 pounds of milk and 72.3 pounds of butterfat respectively.

There are 257 cows in the association. When all of the old cows are replaced by daughters of the association bulls, an increased production of 857,609 pounds of milk is indicated. At \$2.50 per hundred pounds the increased income would amount to \$21,440. If market demands will not take the increase, then the same amount of milk now produced will come from fewer cows thus reducing the cost of production.

Use of association bulls brought an estimated increase of \$9660 in the value of cattle in the herds of this one organization.



## INTER-STATE MILK PRODUCERS' REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor  
Frederick Shangle, Advertising Manager  
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### Editorial



Again the "Daylight Saving" bugaboo—the period of uncertainty, confusion, indecision and time tangles—again goes into effect in Philadelphia, and a number of other cities and towns on April 24th, and continues until the latter part of September.

"Summer Time," as it is designated by the Philadelphia authorities, as compared to Standard Time, the legal time for the State of Pennsylvania, promises the usual unsatisfactory conditions, at least as far as the farmer and general working man is concerned.

Recreation, as provided under the existing city ordinance, may be a good thing for the city man, particularly as far as the summer sports are concerned, but for the farmer and working man, under its present form and arrangement, it is a general nuisance.

And why change the clocks at all? If the sporting element wants more daylight for its evening games and recreations, well and good. Just start the day one hour earlier, go to work at eight o'clock instead of nine o'clock, and, from the standpoint of the sport, and for the clock itself, no confusion will arise.

From the standpoint of the farmer, however, any change from Standard or sun time is objectionable. Farming operations as well as dairying are dependent upon natural time—sun time—and you cannot successfully operate a farm on any other basis. Cows are not clock-wise and cannot be educated to advance or retard their actions in conformity with the new schedule of affairs.

The season of the year is at hand when producers, to insure a good market for their milk, must observe exceptional care so that garlic or other "off flavors" do not contaminate their milk supply.

Consumers will not use milk that has garlic or other so-called "off flavors," and the marketing of such milk curtails consumption, not only for a day, but often for a much longer period.

Dealers are advising their patrons that milk with garlic or other "off flavors" will be rejected at their receiving stations, as milk so flavored is unsalable as fluid milk.

One cow having had access to garlic may taint the flavor of the milk from the whole herd unless special care is observed.

When cows have been on garlic-infested fields keep them in the open air until all traces of the garlic flavor are out of their system.

Heavy losses from milk rejections on account of bad flavors may be avoided by proper care.

United States Department of Agriculture Bulletin, No. 1326, gives important information regarding the garlic flavor in milk.

### 13,975 COWS TESTED;

### FIND 139 "BOARDERS"

Thirty-nine Pennsylvania Cow Testing Associations in January reported 13,975 cows tested, 2,495 cows giving a half ton or more milk during the month, and 2,012 cows passing the 40-pound mark in butterfat production. Of the 40-pound cows, 754 produced 50 or more pounds of fat, and 1,340 cows went over the 1,200-pound mark in milk production. During the month 139 unprofitable cows were divorced from their herdmates.

The Central Pennsylvania Guernsey Breeders' Association, in Blair county, tested 690 cows, the largest number in a single association. Laurel Hill, in Bradford, led with 100 of the 40-pound butterfat producers. Carbon-Lehigh dairy-men members of the cow testing group bettered their December record, 129 cows producing a half ton or more of milk.

A registered Holstein, owned by A. B. Craig, of the Allegheny Association, led the heavy milkers by giving 3,119 pounds. L. A. Zimmerman, of the Carbon-Lehigh Association, had the best butterfat producer, a registered Holstein, with 103 pounds of fat. The Carbon-Lehigh group had the highest 10-cow average in butterfat, 79.2 pounds.

### MORRISON COVE VOCATIONAL SCHOOL HOLDS MILK SHOW

In connection with the Farmers' Week Program at Martinsburg, Pa., held February 1st to 4th, the students participated in a contest on the production of clean milk.

Each of the fifty six students prepared and delivered to the School Building, two pint bottles of milk. These samples were then judged by George Taylor, Dairy Specialist, State College, Pa.

Miss Hazel Cowan, ranked first, with a record of 97.8 per cent. Second, third and fourth places went to J. H. Reasy, Miss Wilma Gayer and F. K. Metcker respectively.

Much credit is due to the efforts of J. J. Camp, of the Philadelphia Inter-State Dairy Council and R. Bruce Dunlap, county agent, for their efforts in making this milk show a great success.

## MARKET CONDITIONS In the Philadelphia Milk Shed During March

### Dairy Feeds

Following the upward turn in prices during February a moderate decline set in during March. Practically every grade of feed showed a price decline. While home grown feeds have been short there appears to be less desposition to buy at the higher range and prices showed a gradual decline.

Gluten feed fell off several dollars a ton, while cotton seed meal, bran and linseed meal showed slight declines. Ready mixed feed showed a slightly lower price range, while mixed hay declined nearly a dollar a ton.

### March Butter Prices

While the market was relatively firm and prices strong at the beginning of the month, with quotations around 50 cents for 92 score butter, New York City, and while there was a gradual advance to 52 cents during the first ten days there was a sharp break during the third week, when 46 cents was reached, following which there was an upturn which, at the close of the month reached 52½ cents.

While the amount of butter in storage is relatively low as compared to a year ago, 8,086,000 pounds as compared to 26,313,000 one year ago and a five year average of 19,288,000 pounds, as reported by the Bureau of Agricultural Economics on March 1st, the market yielded to pressure of heavy offerings of foreign butter. As these lower price offerings were absorbed the domestic market again assumed a better tone and prices showed a gradual upturn, closing at 52½ cents at the end of the month.

The average price of 92 score butter, New York City, on which March surplus prices were computed was .4978 cents per pound as compared to .5127 cents one month ago.

### FARM MECHANICAL POWER INCREASES RAPIDLY

The increasing use of power, other than man and beast, on the farms is evident from figures compiled by the Bureau of Statistics, Pennsylvania State Department of Agriculture.

The number of farms having tractors has increased from 5,374, in 1920, to 24,100, on January 1, 1927; the number of farms having gas engines, from 54,607, in 1920, to 55,818, in 1927; and the number of farms having electricity, from 8,495, in 1921, to 28,074, in 1927.

While the percentage of all farms having power equipment is still small, the increase during the past seven years has been almost fivefold in tractors and over threefold in electricity.

The following table gives, among others, in the leading counties, the estimated number of farms equipped with tractors, gas engines and electricity on January 1, 1927:

### Farms Having Tractors, Gas Engines and Electricity, January 1, 1927

County	Tractors	Gas Engines	Electricity
Lancaster	1,389	7,090	2,583
Berks	1,028	4,428	1,075
Chester	1,027	3,481	1,278
York	983	4,400	1,328
Montgomery	828	3,228	1,545
Bucks	968	4,940	1,021
Bradford	649	2,405	549
Lehigh	460	1,979	587
Lebanon	408	1,470	445
Tioga	401	1,290	266
Susquehanna	315	1,740	345

### KEEP RECORD OF FARMING

About this time of the year the progressive farmer sums up his past year's work and looks forward to the next season's operations. Realizing that knowledge is power, he will again keep farm accounts on his whole business. The difference between profit and loss on the farm often is determined by knowing what pays and what does not.

Statement of the ownership, management, circulation, etc., required by the Act of August 24, 1912, of the Inter-State Milk Producers' Review, published monthly at West Chester.

Editor, August A. Miller, Brookline, Delaware county, Pa., Business Manager, August A. Miller, Brookline, Delaware county, Pa.; Advertising Manager, Frederick Shangle, Trenton, New Jersey; Publisher, Inter-State Milk Producers' Association, Philadelphia, Pa.

Owner: (If a corporation, give its name and the name and addresses of stockholders holding 1 per cent. or more of total amount of stock. If not a corporation, give names and addresses of individual owners.) Inter-State Milk Producers' Association, H. D. Allebach, Trappe, Pa.; Fred Shangle, Trenton, N. J.; R. D. E. Nelson, Rising Sun, Md.; E. H. Donovan, Brenford, Delaware; R. W. Balderston, Media, Pa.; R. F. Brinton, West Chester, Pa., and 20,710 others.

Known bond holders, mortgages and other security holders, holding 1 per cent. or more of total amount of bonds, mortgages, or other securities: (If there are none, so state.) None.

Average number of copies of each issue of this publication sold or distributed through the mails or otherwise to paid subscribers during the six months preceding the date shown above. (This information is required from daily newspapers only.)

AUGUST A. MILLER

Sworn to and subscribed before me this

29th day of March, 1927.

W. H. Henderson

Notary Public

My commission expires March 31st, 1927.

## LATEST MARKET PRICES

**PHILADELPHIA SELLING PLAN**  
The basic price quoted below for March, 1927, is to be paid by cooperating dealers on the average basic quantity established by each producer. For all milk bought in excess of the basic amount, the surplus prices quoted below for the month of March are to be paid. Beginning with January the basic quantity will be established by using the higher average basic quantity established in October, November and December of either 1925 or 1926. These quotations are based on 3% butterfat milk and a differential of 4 cents for each tenth point and 2 cents for each half tenth point up or down and are for all railroad points. (Inland stations carry differentials subject to local arrangements.)

**INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES**  
This price list is issued with the understanding it is net to the producers and that all buyers using it as a basis of payment to producers, shall in addition thereto make the following contributions and payments:

(1) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk purchased from any producer at price listed hereon.  
(2) To the Inter-State Milk Producers Association 2c per 100 pounds (46½ quarts) of all milk bought from members of said Association.  
(3) To the Philadelphia Inter-State Dairy Council 2c per 100 pounds (46½ quarts) of all milk bought from other producers at price listed hereon.

The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed; for improvement and stabilization of markets, and for an educational campaign advertising the food value of dairy products.

BASIC PRICE		BASIC PRICE	
F. O. B. Philadelphia		Country Receiving Stations	
GRADE B MARKET MILK		GRADE B MARKET MILK	
Test per cent.	Price per qt.	Test per cent.	Price per qt.
3.0	\$3.29	10	51½
3.1	3.31	11	51
3.2	3.33	12	50½
3.3	3.35	13	50
3.4	3.37	14	49½
3.5	3.39	15	49
3.6	3.41	16	48½
3.7	3.43	17	48
3.8	3.45	18	47½
3.9	3.47	19	47
4.0	3.49	20	46½
4.1	3.51	21	46
4.2	3.53	22	45½
4.3	3.55	23	45
4.4	3.57	24	44½
4.5	3.59	25	44
4.6	3.61	26	43½
4.7	3.63	27	43
4.8	3.65	28	42½
4.9	3.67	29	42
5.0	3.69	30	41½
5.1	3.71	31	41
5.2	3.73		
5.3	3.75		
5.4	3.77		
5.5	3.79		
5.6	3.81		
5.7	3.83		
5.8	3.85		
5.9	3.87		
6.0	3.89		
6.1	3.91		
6.2	3.93		
6.3	3.95		
6.4	3.97		
6.5	3.99		
6.6	4.01		
6.7	4.03		
6.8	4.05		
6.9	4.07		
7.0	4.09		

When milk is not tested, the price f. o. b. Philadelphia is 8 cents per quart.

MARCH SURPLUS PRICE		MARCH SURPLUS PRICE	
F. O. B. Philadelphia		F. O. B. Philadelphia	
Test per cent.	Price per qt.	Test per cent.	Price per qt.
3.0	\$3.29	10	51½
3.1	3.31	11	51
3.2	3.33	12	50½
3.3	3.35	13	50
3.4	3.37	14	49½
3.5	3.39	15	49
3.6	3.41	16	48½
3.7	3.43	17	48
3.8	3.45	18	47½
3.9	3.47	19	47
4.0	3.49	20	46½
4.1	3.51	21	46
4.2	3.53	22	45½
4.3	3.55	23	45
4.4	3.57	24	44½
4.5	3.59	25	44
4.6	3.61	26	43½
4.7	3.63	27	43
4.8	3.65	28	42½
4.9	3.67	29	42
5.0	3.69	30	41½
5.1	3.71	31	41
5.2	3.73		
5.3	3.75		
5.4	3.77		
5.5	3.79		
5.6	3.81		
5.7	3.83		
5.8	3.85		
5.9	3.87		
6.0	3.89		
6.1	3.91		
6.2	3.93		
6.3	3.95		
6.4	3.97		
6.5	3.99		
6.6	4.01		
6.7	4.03		
6.8	4.05		
6.9	4.07		
7.0	4.09		

Monthly Surplus Prices

4% at all receiving stations

1926

Class I

Class II

January 1-15

February 1-15

March 1-15

April 1-15

May 1-15

June 1-15

July 1-15

August 1-15

September 1-15

October 1-15

November 1-15

December 1-15

1927

January 1-15

February 1-15

March 1-15

### APRIL PRICES

Inter-State Milk Producers' Association  
The price paid for basic milk during April, will subject to market conditions, be the same price as quoted above for March, 1927. The basic quantity will be established by using the higher of the 1925 or 1926 established basic amounts. First surplus milk, in amount equal to the basic quantity, will be paid for on the basis of 92 score butter prices for the month at New York City, plus 20 per cent. Second surplus milk, represented by the amount in excess of the first surplus will be paid for on a flat 92 score butter price for the month at New York City.

### MARCH BUTTER PRICES

92 Score Solid Packed

	Philadelphia	New York	Chicago
1	51	50	49½
2	51½	50½	49½
3	51	50	49½
4	51½	50½	49½
5	51½	50½	49½
6	51½	50½	49½
7	51½	50½	49½
8	51½	50½	49½
9	51½	50½	49½
10	51½	50½	49½
11	51½	50½	49½
12	51½	50½	49½
13	51½	50½	49½
14	51½	50½	49½
15	51½	50½	49½
16	51½	50½	49½
17	51½	50½	49½
18	51½	50½	49½
19	51½	50½	49½
20	51½	50½	49½
21	51½	50½	49½
22	51½	50½	49½
23	51½	50½	49½
24	51½	50½	49½
25	51½	50½	49½
26	51½	50½	49½
27	51½	50½	49½
28	51½	50½	49½
29	51½	50½	49½
30	51½	50½	49½
31	51½	50½	49½

### REPORT OF THE QUALITY CONTROL DEPARTMENT OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

The following is a report of the work done by the Quality Control Department of the Dairy Council, for the month of February, 1927.

No. Inspections Made ... 813

No. Sediment Tests ... 5018

No. Meetings Held ... 12

No. Reels of Movies

Shown ... 7

Attendance ... 1910

No. Miles Traveled ... 18097

No. Man Days, Fairs

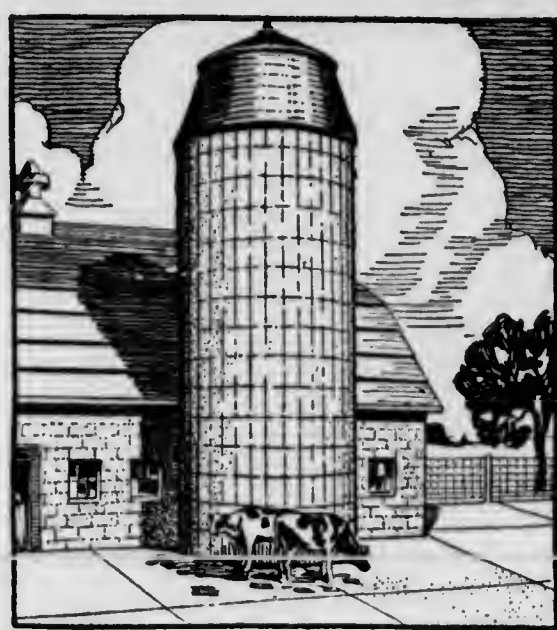
and Ex. ... 3

No. Temp. permits issued

up to February



## Sure Death to Corn Borers!



Government authorities agree that ensiling of corn is sure death to the European corn borer.

They also agree that silage increases milk yield, as numerous tests have shown.

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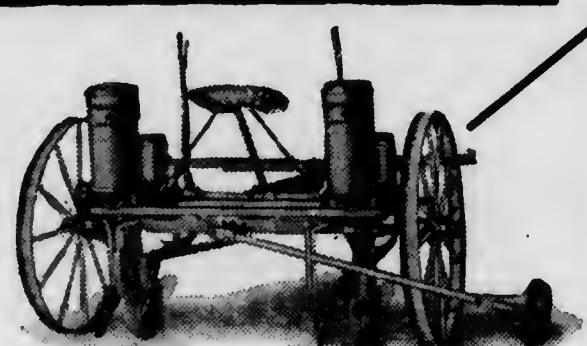
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How to have better milk production

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Mention Review when answering advertisements

## PUBLICITY PROGRAM OF THE PHILADELPHIA INTER-STATE DAIRY COUNCIL

As a part of the educational program of the Dairy Council for city and country, the motion picture occupies a distinct and important place.

Films have been shown to a wide group;

1. Dairy farmers at country meetings showing films on such subjects as better feeding, better breeding, clean milk production, cow testing associations, and cooperative marketing.

2. Manufacturers are shown better methods.

3. College and high school students are helped in the discussion of every important dairy question.

4. City consumers and city children learn how milk is produced and its importance in nutrition.

5. Motion picture theatre audiences see entertaining films which carry a nutrition moral.

The first film work of the Dairy Council was that of presenting a motion picture "The Fountain of Youth" in 250 showings in 80 theatres in Philadelphia. The availability of this avenue for publicity was immediately recognized. The Dairy Council has developed practically all of its own pictures.

There was evident need of a film to tell the story of milk from the cow to the consumer. This film called "Highland Lassie" was developed and has proven to be in every way the most popular film of the Dairy Council, being shown to over 1,000,000 in Philadelphia and neighboring cities during one winter alone.

Gradual other films have been added to the Dairy Council library, and pictures have been continuously shown in theatres and educational channels until this work at the present time is considered one of the most important of all our publicity media.

### Exhibits

The preparation of exhibit material and the placing of it in position has been one of the Dairy Council's activities most difficult to standardize. It has not been a simple matter to prepare standard material to be used repeatedly, due to the varied nature of the groups to be reached. After some experimentation, the most popular classes of educational material and suggestions for nutrition projects were placed on panels five feet high and three feet wide.

A number of mechanical devices have been used in window displays and booths. These have aided in calling attention to the visualized program of the Dairy Council presented to the public through framed photographs, posters and demonstrations.

### Advertising

During the first year it was felt necessary to make an announcement to the public of the Dairy Council message and paid advertising space was used for one or two insertions in all the leading newspapers, as well as in a number of foreign language and local newspapers in Philadelphia and other cities. During the summer of 1921 the billboards of Philadelphia and other cities were used for which copy was furnished through the National Dairy Council. As the other work of the Dairy Council increased in volume and importance, it was not felt that this form of publicity work could be continued, profitably, so was discontinued.

### Newspaper Publicity

Newspapers have shown a willingness to use Dairy Council material. The news and human interest value of the

health work of the Dairy Council has been recognized, and a generous use made of the material released, in the territory.

A constantly increasing number of newspapers scattered throughout the territory carry a column of nutrition material prepared by staff members of the Nutrition Department and released each week by the Publicity Department. This material is so released that it is exclusive in the circulation of the receiving newspaper. The "Nutrition Talks" cover the varied field of nutrition subjects with a practical application in suggested menus and recipes which will furnish assistance to the housewife in preparing well balanced and nourishing meals.

The power of the printed word is tremendous, especially in the case of rural newspapers, and the identification of the Dairy Council with the newspaper field reinforces the spoken message of its representatives in the territory.

In addition to the publicity given special Dairy Council activities by papers throughout the territory, nutrition articles from the Council have appeared either serially or continually in twelve rural newspapers during year ending November 1, 1926, with a total circulation estimated at 58,489.

### Magazine Articles

Articles dealing with various new and interesting phases of the Dairy Council work are constantly being prepared. They have appeared in a widely differing number of magazines including: Hoard's Dairyman, The Dairy Farmer, Dairyman's Price Reporter, Pennsylvania Farmer, Pictorial Review, Dietary Administration, Normal Instructor and Primary Plans, Country Gentlemen, the Milk Dealer, Nation's Health, American Food Journal, Ice Cream Field, the Best of Lacta News, Crisis, Opportunity and Child Welfare.

The Milk Producers' Review, published by the Inter-State Milk Producers' Association, carries each month a page devoted to activities of the various departments of the Dairy Council, and a report with statistics of the Quality Control Staff.

### Literature

Distribution of literature by the Philadelphia Inter-State Dairy Council is very closely related to all the publicity work which is done. Each Department depends on booklets and posters to use in connection with lectures and talks, motion pictures and plays.

The production of Dairy Council literature at the present time is on a national basis. Material is prepared by those particularly qualified for this kind of work. It is carefully checked by Dairy Council managers at quarterly conferences and much of it is rechecked at the annual conference of Dairy Council workers. It is then published through an inter-council agreement and distributed by the National Dairy Council in such quantities as the various Councils may want.

### Publicity Statistics

Literature	
Jan. 1st, 1921—Nov. 1st, 1921.	388,146
Nov. 1st, 1925—Nov. 1st, 1926.	717,118
Movies—Times Shown	
1923-1924	305
1925-1926	425
Mechanical Devices—Days Shown	
1923-1924	246
1925-1926	1344
Fourteen devices in use during 1926.	

## DAIRY HERD IMPROVEMENT RESTS ON THREE PRACTICES

Three ways of improving the dairy herd—better feeding, rigid culling, and intelligent breeding—were emphasized by J. C. McDowell, dairy husbandman of the United States Department of Agriculture, in a talk at the recent farmers' week at Orono, Me.

"Better feeding of the cows we now have," he said, "increases average production, increases total production, and usually increases net profits. Rigid culling out of low producers increases average production, decreases total production and nearly always increases net profits. The use of better dairy sires eventually increases average production, increases total production, and, I believe I may safely say, with proper management always increases net profits.

"All dairy herd improvement due to better breeding tends to increase profits to the producer and to decrease costs to the consumer. It is one of the ways by which the world may become richer without decreasing the prosperity of any individual. Therefore, as I see it, the breeders of good purebred dairy cattle are among the world's greatest benefactors.

"It is common practice to select dairy bulls on their appearance and their pedigree. The day is coming when dairy bulls will be selected on appearance, pedigree and progeny. The production records of a large number of daughters of a dairy bull when compared with the production records of their dams determine the breeding value of the bull as certainly as the records show the producing ability of the cows themselves. If a sire has a high producing dam he may transmit high production to his daughters, but if he has already transmitted high production to every one of his first 5 or 10 daughters it is a practical certainty, not that he may, but that he will transmit high production on an average to all his offspring. The record of the dam of any dairy sire is a promise, but the record of a large number of high producing daughters is the fulfillment of that promise."

## THE 1927 AGRICULTURAL OUTLOOK

The Bureau of Agricultural Economics, United States Department of Agriculture has issued its annual Outlook for 1927, in which it states that a favorable year for live stock producers is in prospect but with an average season, a continuation of relative low return from most cash crops is probable unless acreages are reduced.

The Dairy Industry is on a stronger basis than a year ago. Dairy men are likely to have a moderately favorable spread between the price of feed and the price of dairy products.

A slightly larger supply of farm labor will probably be available in regions adjacent to industrial centers and wages may be lower. No material change in the price of farm machinery or building materials may be expected.

Potato growers should guard against the danger of over planting and keep close watch on acreages planted in competitive states.

The demand for the 1927 corn crop is expected to be little if any greater than for the 1926 crop.

Oats, barley and hay are expected to follow closely the demand during the current year.

## TENANT FARMERS CAUTIONED

Farm tenants and other farmers who find it necessary to move their herds into quarantined tuberculin tested townships are cautioned by the Bureau of Animal Industry, Pennsylvania Department of Agriculture, of the dangers of violating the quarantine.

In making the procedure clear, Dr. T. E. Munce, State Veterinarian says that it must be distinctly understood: "First: that herds must be tuberculin tested before being moved into the quarantined tested townships.

"Second: that in order for the tuberculin test to be official and the owner to receive State and Federal indemnity the tuberculin test must have been authorized in writing by the Bureau.

"Third: that each tenant farmer must file an area application blank with the Bureau of Animal Industry at Harrisburg, before the tuberculin test will be authorized by the Bureau.

"Fourth: that each owner (tenant farmer) must agree to pay the local accredited practicing veterinarian for his services for applying the initial tuberculin test and retest of infected herds.

"The necessary area application blanks may be procured from the Bureau of Animal Industry at Harrisburg, Pa., the Bureau District Agent in charge, any local accredited practicing veterinarian or the County Agent."

When this procedure is properly carried out, the Bureau will promptly authorize the tuberculin testing of such tenant owned herds and will pay indemnity for any cattle that may react.

Persons who move untested cattle into tuberculin tested quarantined areas will be vigorously prosecuted by the Bureau for violating the State quarantine law.

## EXTENSION WORK REACHES 195,982 FARMS AND HOMES

A total of 195,982 farm and home contacts were made by the agricultural and home economics extension workers of the Pennsylvania State College during 1926, officials of the extension service report. This is the best record made to date in this educational work.

Dairy husbandry reached 44,442, the largest number of all, with the message of better dairying. Home economics made 29,409 contacts with Keystone homes. Agronomy with 25,915 and plant disease control work with 19,639 were others high on the list. Animal husbandry work extended to 14,442 farms, insect control to 11,219 and poultry husbandry to 11,011 farms. Agricultural economics and rural social work reached 10,800 farmers.

Farm contacts have steadily increased during the past six years. There were 69,498 in 1921; 96,517 in 1922; 131,469 in 1923; and 146,573 in 1924. None of these figures include home economics. In 1925 there were 192,638 contacts both farm and home included.

Organized extension work is now carried on in 65 of the 67 counties in the state. The service is headed by M. S. McDowell as director. R. H. Bell, H. H. Havner, and J. M. Fry are the assistant directors. Madge T. Bogart is in charge of the home economics extension work. There are 43 agricultural specialists, 65 county agents, 7 assistant county agents and 35 home economics workers. The specialists aid the county representatives in the work along subject-matter lines.

Milk, vegetables, and fruit are needed for good health; not even a rat can live on only meat, potatoes, and bread.

## Prepare the Soil Well



McCormick-Deering Disk Harrows are built to stand the hard work to which a disk harrow is subjected. These harrows can stand the hard work because they are equipped with crimp center superior heat treated steel disks, a rigid one-piece steel frame and a stub tongue made of angle steel bars.

For these reasons you can do a better job of preparing your seed bed with a McCormick-Deering Disk Harrow.

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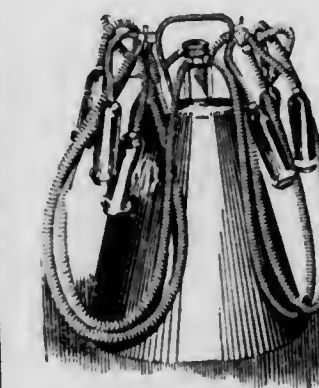
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Write for Empire booklet: "How to Milk for Bigger Profits".

There are good reasons why Empire Milkers are "the standard of better dairies"—why the Delchester Farms with 144 registered Ayrshire cows making certified and "AA" milk use Empire Milking Machines.

Empires get more milk per day for more days—save work and time and wages—make dairying a better, more profitable business. A size for every herd. For any kind of power. Sold on easy payment plan.

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Write at once for our 10 Day Trial Test Offer. Find out how you can test the PURITY strainer and get your money back if it doesn't remove every particle of dirt, dust and sediment from your milk. We will send complete particulars of our "10 Day Trial Test Offer" by return mail.

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Dept. F4 Battle Creek, Mich.

**DR. CLARK'S Purity MILK STRAINER**





## "PUNKIN' SEED"

HELEN H. KRAMER, Sixth Grade—Campbell School of Philadelphia, Pa.

Dear Cousin:

I would like to tell you a little story which I heard yesterday. Miss Bemis, a lady from the Dairy Council, told us the story. I hope you like it because it is very interesting.

There was once a little girl who was called "Punkin Seed" because she was so thin and small, even though she was eight years old. This little girl lived in the city. I don't know exactly which city. Well, anyway Pumpkin Seed's mother never said, "Oh, Mary Ann! You wear your dresses out so quick at play." (You see Mary Ann was her real name.) Well, Pumpkin Seed's mother never said that, she just sighed and said, "I do wish you would get tall and fat".

One night as Mary Ann was eating supper with her parents, she just sipped a little milk out of her bowl and then pushed it away. "Now Mary Ann, please drink some more milk," said her mother, "You are so thin." Mary Ann just sighed. But her father thumped his fist on the table so hard that Mary Ann's spoon just danced a jig beside her bowl. "I have it!" he said, "Mary Ann will go to the country, she will have Peter and Skippy to play with and will get fat and strong." Pumpkin Seed said "I don't want to go." "You must!" her father replied.

Early in the morning Pumpkin Seed heard the milkman's whistle and sprang out of bed to see him because she never saw him before. "I wonder where he gets all the milk and how he puts the tops on so neatly. Maybe he has a cow in his wagon," she said. You see Pumpkin Seed had a great deal to learn. "Oh, I'd hate to be a milkman!" she said, "He has a hard job." Then she felt cold and went back to bed. A few minutes later her mother called her and said "You must go to the country today." So Pumpkin Seed ran down to eat her breakfast.

A little later a little girl sat stiff in her seat in a long train. She saw a flock of sheep and a lot of cows.

When she came to the farm that night she fell right asleep without even thinking of her parents.

Pumpkin Seed soon found out that Peter was a very nice boy even though he was two years older than she was. He could knock his shin against the

old apple tree and it did not hurt him.

One morning she saw Peter watching her. He said "You certainly are a Pumpkin Seed, you are so thin and even Skippy, who is only seven years old, is bigger than you." "Why how do you get so strong?" she asked timidly. "Why I drink milk, quarts of it every day." "I hate milk!" said Pumpkin Seed. "Ah,

## HANDSOME IS AS HANDSOME DOES

"Well," said Sarah Maud mournfully, after the Ruggles children had received their intensive lessons on 'Manners,' in preparation for the Birds' Christmas dinner, "seems as if this whole dinner party set right square on top o' me! Mebbe I could manage my own manners but to manage nine manners is worse 'n staying at home!"

Lula A. Camp, in Hoard's Dairyman, gives an illustration on this point.

"Mrs. B., a young mother who had not forgotten her own childhood, decided to try playing manners instead of plain teaching them. Her daughter, Martha was a typical little home maker who loved to play house with her dollies. She was having a merry teaparty one

day when this new idea popped into her mother's head. So as soon as Mrs. B. could finish her necessary work she stepped into the next room where Martha was playing and asked if she might play too. Of course little daughter was delighted and she listened intently while her mother explained that she was Mrs. Riggs, of the Doll's Home Bureau, and if Martha wished she would teach her dolls how to act at home and when they were entertained as guests.

Soon big and little mother were very busy placing the tiny dishes and all tableware in the correct places while the dolls, sitting in a row, appeared to be watching intently.

"There, now," exclaimed Mrs. Riggs, "everything is ready. Seat your children and we will begin their good manners teaparty." Mrs. Riggs carefully explained to each doll just how to eat the different foods and to say, "please" and "thank you" not one word or act escaping the attention of little Martha.

Many more tea parties were held and some days the dolls were divided between mother and daughter.

"Oh, don't fret," said her mother good-naturedly, now that the lesson was over. "I guess you'll git along. I wouldn't mind if folks would only say, 'Oh, children will be children,' but they won't. They'll say, 'Land o' goodness, who fetched them children up?'"

We have all sympathized with Mrs. Ruggles, for, truly, people judge us by our actions and not by our motives. "Good manners" are easily taught when the lessons are started early, before the child learns the wrong way of doing things.

Children are quick to imitate father and mother. And mother can turn this faculty to good account as she and the little folks go about their daily tasks. Such working together is a golden opportunity for mother to teach many lessons which will help her boys and girls to develop into gracious hosts and hostesses.

Lack of paint on the farm buildings not only makes them look ramshackle—it lets them rot too.



An Illustration from "Punkin' Seed", a new Dairy Council Health Story

you don't know what's good" said Peter. When Pumpkin Seed saw Peter go away she lay down on the grass and cried.

Skippy came along soon and said, "Did Peter hurt you?" "Though she knew he never hurt a girl. "No," sobbed Pumpkin Seed, "But he hurt my feelings." Then she told Skippy the whole story. "I'll tell you what you must do. You must wear overalls and drink a lot of milk so that you will get strong and beat him!" said Skippy.

One day they went to see the cows. Pumpkin Seed felt very queer in overalls; she felt just like a boy. There were three cows, "Bossy, Bessie, and Daisy." Pumpkin Seed said "Bossy is Peter's cow, Bessie is Skippy's cow, but whose cow is Daisy?" As if to answer her question Daisy stuck out her big red

(Continued on page 9)

## "PUNKIN' SEED"

(Continued from page 8)

tongue and licked Pumpkin Seed's face. "Well," grunted Peter, "Well you may have her when you learn how to milk her." Pumpkin Seed was very happy, she tried to milk Daisy but she was not strong enough.

Well, Pumpkin Seed just followed Skippy's advice. She grew strong and milked her cow every day. After a month passed she would not know her.

One day she was talking to Peter and she said, "Oh, I bumped my shin on the apple tree yesterday and it didn't even hurt, Peter." "Why," said Peter, "you are a real Pumpkin now." Pumpkin Seed said, "Do you know why I got strong?" "Sure," said Peter, "You drank milk, had exercise and went to bed early." "Not that I don't mean that," said Pumpkin. "Well, I don't know then," said Peter. "Why, I, ar, I er, ah, ah, I wanted to beat and lick you." Peter grinned. "Alright," he said, "but, but maybe you'll beat me."

Soon after Pumpkin went home a healthy girl.

I hope you will enjoy this story like I did.

Your friend,

Helen H. Kramer.

(The above letter was written by a twelve-year old, Sixth Grade child at the Campbell School, 8th and Fitzwater Sts., Philadelphia, after having heard the presentation of "Punkin' Seed" by a Dairy Council representative. Any reader of the "Review" wishing a copy of this new story may obtain it by writing to the Philadelphia Inter-State Dairy Council, Boyertown Building, Philadelphia.)

## COOPERATIVES IN-CREASING IN SIZE

Cooperative marketing associations are increasing in size. Figures collected in 1922 and 1925 for associations handling dairy products and fruits and vegetables indicate the small association lost in relative importance during the three-year period and the large association gained.

In 1922, 12 per cent of all the associations marketing dairy products did business of not more than \$20,000 a year each. Three years later but 6.5 per cent were in this small-business group. From 1922 to 1925 the percentage of all the associations whose total annual business amounted to less than \$100,000 decreased from 71 per cent to 57 per cent. During the same period the percentage of associations transacting business amounting to more than a half-million dollars increased from 1.2 to 4.2 per cent. The numerical increase was from 18 to 75.

Fruit and vegetable associations have much the same record. In 1922 more than 25 per cent of those listed with the Department of Agriculture reported total sales below \$20,000, while in 1925 but 20.8 per cent fell in this group. Fifty-nine per cent of all the associations in 1922 were handling less than \$100,000 of business annually; three years later the group handling business below \$100,000 constituted but 53.2 per cent.

A larger per cent of fruit and vegetable associations were in the higher groups in 1925 than in 1922. In the earlier year 9.5 per cent reported sales in excess of half-million dollars, while in 1925 this group made up 11.7 per cent and had increased in number from 56 to 68.

**NOWHERE ELSE**

... a guarantee that's stood this test

More Milk Or It Costs You Nothing

"Feed 200 pounds of Larro to any one cow; then if your own figures do not show that she gave more milk on Larro, or if for any other reason you are not entirely satisfied, return unused Larro and get every cent of your money back."

Dealers selling Larro are authorized to carry out the terms of this agreement.

The Larro "Money Back" guarantee has been in effect continuously for fifteen years.

We could give you many reasons for Larro popularity. We could tell you how the formula was developed—how it is tested; how the feed is manufactured—how it is kept uniform. We could tell you about its thousands of satisfied users.

But none of these things would be half so convincing as a single demonstration of what Larro will do with your own cows on your own farms.

To supply this proof to dairymen who have never given Larro a fair trial, we make our guarantee offer—feed two bags of Larro to any one of your cows, and if you are not satisfied with results, go to your dealer and get your money back.

We can go no further than this in accepting the burden of proof and assuming the responsibility for customer satisfaction.

Ask the Nearest Dealer

THE LARROWE MILLING COMPANY  
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The SAFE Ration for Dairy Cows

Also a complete line of poultry feeds—as good for your chickens as our dairy feed is for your cows.

Feed two bags under our Guarantee



## DAIRY COUNCIL SERVICE

The various departments of the Dairy Council are at your service and will assist you in planning

**Educational Entertainment**

for your Community, Local or Club Meetings.

## Philadelphia Inter-State Dairy Council

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## FOR SALE Registered Guernseys

of both sex and all ages

T. D. Tested. Fifty Herd to Select From

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SALES REPRESENTATIVE

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## MARSHALLVALE GUERNSEYS

Herd Sire, Confident Senator 95001, by Lone Pine Senator 59906 AR, a double grandson of Imp. King of the May.

Heifers and bulls for sale, some of them out of AR cows with good records. All are registered and tested, Federal Accredited herd. Come and make your own selections, prices are reasonable.

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WEST CHESTER, PA.

### COWS AND HEIFERS IN PENNSYLVANIA

The number and value of cows and heifers, 2 years old and over, being held for milking, according to statistics compiled as of January 1, 1927, by the Department of Agriculture shows a decline. A decided upturn in the holding of heifers and heifer calves for milk cow replacement has occurred.

The dairy industry is in a more optimistic frame of mind, with cattle prices well sustained during the past two years and still showing an advancing tendency. There has also been a generally more satisfactory margin between feed costs and milk prices during the past season. Other conditions, barring the pasture situation, have been such as to give dairymen much encouragement.

Statistics compiled by the Pennsylvania Department of Agriculture show that on January 1, 1927 there were 99 per cent of all cattle and calves (including milk cows and heifers) on Pennsylvania farms as compared to a year ago, or a total of 1,283,000 as compared to 1,298,000 on January 1, 1926.

The number of cows and heifers, 2 years old and over, held for milk, showed a slight decline but there has been a decided increase in the number of heifers, one to two years old, to be held for milk cows, as may be noted by the statistics which showed 124,000 head as compared to 115,000 last year, and 120,000 head, two years ago.

### REPORT OF THE FIELD AND TESTING DEPARTMENT INTER-STATE MILK PRO- DUCERS' ASSOCIATION.

The following statistics show the aggregate operations of all the Inter-State Milk Producers' Association field men in connection with testing, weighing and general membership work, for the month of February, 1927.

No. Tests Made .....	6990
No. Plants Investigated ..	84
No. Membership Calls ..	121
No. New Members .....	
Signed .....	61
No. Cows Signed .....	439
No. Transfers Made .....	7
No. Meetings Attended ..	20
No. Attending Meetings ..	2999

### EXTENSIVE CORN BORER CAMPAIGN

(Continued from page 1)

also give a large number of local field demonstrations in the selection and operation of machinery most effective in borer control work as part of an intensive educational and publicity campaign to be put on in cooperation with the Federal Department of Agriculture extension service, the extension divisions of the State agriculture and county extension agents. This supplementary campaign will consist of holding educational field meetings, the organization of county and local committees in the interest of voluntary clean-up of the borer, supplying information to the press and other news agencies, and the distribution of educational material through the extension forces.

It is estimated that a corn acreage of 2,500,000 acres on approximately 350,000 farms in these States will be included in the clean-up. The work in Pennsylvania will cover the generally infested area in the northwestern portion of the State comprising seven or eight counties.

## UNADILLA SILOS

### So easy to erect

You need no expensive hired help to aid you in the erection of your Unadilla silo. Anyone around the place, man or boy, can be of sufficient help.

The parts are simple and fit perfectly. The staves are united with steel splines and the joints break correctly all around the silo.

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Send for the big catalog showing also Unadilla water tubs, storage tanks and vats.

Easy payments if desired.

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From standard bred stock for utility and egg production.

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Storage Battery  
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### Retained Afterbirth

is removed cleanly and naturally without danger of infection, by the B-K way. A warm solution of B-K, funnel, small rubber hose, and pill, the entire equipment.

Ask for our book telling how.

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BOOK

\$25 **Kennedy Utility Saw**  
Will cross-cut, rip, plane, groove and tongue plough, mitre, bevel bore, and rabbit, tenon mortise joint make mouldings, etc.  
R. M. KENNEDY, 111 N. 7th St., Phila., Pa.

### IMPROVED BREED- ING DECREASES CATTLE IMPORTATION

Farmers in Pennsylvania are buying each year from outside the State approximately 25,000 cattle for dairy and breeding purposes while they sell only 3,000 from the State, according to the Pennsylvania Department of Agriculture.

Most cattle owners appreciate the fact that unless they breed and raise healthy cattle it is practically impossible to dispose of them. In order to be a success, all livestock improvement programs must be built on the foundation of a healthy herd. Attention must likewise be given to the productive capacity of the cows because the buyers of the future will demand evidence of production as well as health. The breeder who can furnish both, will find a ready market for surplus dairy animals.

With the number of cattle under supervision and the activity on the part of the owners to breed and raise better cattle, indications point to a time when a sufficient number of cattle will be raised to meet the needs in Pennsylvania and later on, the State will become a selling rather than a buying territory.

The opportunity to sell will continue to exist after this occurs for the reason that adjacent states such as New Jersey, Massachusetts and Connecticut will always be buying states. The owners who desire cattle in these states at this time are going through Pennsylvania and are buying their cattle in Ohio, Michigan, Wisconsin, Minnesota, Tennessee and West Virginia.

Pennsylvania has numerous sections where a large number of farmers are or soon will be breeding high-producing pure-bred cattle because of the good pastures, low land values, remote markets for the more perishable products, and favorable health conditions. These sections will become a source of supply for other areas.

### DRAIN THOSE WET SPOTS

Look at wheat and alfalfa on the wet spot as soon as possible to see how much heaving has occurred. Compare the conditions in these places with fields that are better drained. It will make you think of tiling because the contrast will be convincing.

### QUALITY CHICKS

Chicks from winter laying, farm raised, mature stock, S. C. W. Leghorns, R. I. Reds, Barred Rocks, White Orpingtons, Anconas, Black Jersey Giants, White Wyandottes, White Plymouth Rocks, Black Minorcas, Pekin and Indian Runner Ducks, \$15 per 100 up. Live delivery guaranteed. Parcel post prepaid. Hatching eggs \$8.00 per 100 up. Several breeds rabbits. Circular free. Shipments will be made from one of our nearest associated hatcheries.

GLEN BORN NURSERY AND STOCK FARM  
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### BABY CHICKS

Barred Rock Chicks \$15.00 per 100  
Rhode Island Red Chicks \$15.00 per 100  
Leghorns \$12.00 per 100

Good Stock, Free Delivery

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Registered and High Grade  
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**Build with Concrete**  
for economy and permanence. Get a better mixture and do away with hard hand labor by using a Peerless Concrete Mixer. Built in a sizes for farm use. One H. P. engine will operate. Built strong but priced low.

Write for catalog A. M. DELLINGER, Lancaster, Pa.

### WHAT SOME SEED CORN TESTS SHOW

The serious seed corn situation in Southeastern Pennsylvania was very clearly illustrated at a recent community meeting of farmers of Philadelphia and Lower Bucks County held at Eddington, Pa., under the direction of Philadelphia County Agent, Charles K. Hall-owell, when corn that had been taken from seven different sources and put in a seed germinator was exhibited to those present. Only one sample showed a 95% germination test, and that was from corn grown in 1925. Other samples, which were from corn grown in 1926, that came both from cribs as well as from lots of corn selected from seed last fall which had been stored separately, gave a germination test from 10% to 60%. Leading farmers in that section have found out that even corn that was put on drying racks last fall was injured by the low temperature in early December, before the excess moisture had left the corn. This was brought out very strongly to those present at the Eddington meeting by Jason Bowman of Torresdale, Pa., who has run individual tests on over a thousand ears of field selected seed corn, telling that he is not getting over a 75% germination on that kind of seed corn. Those present, who had investigated their seed corn, went on record as saying that the sources of seed corn was more limited in that section than ever before. Every farmer at the meeting went home resolved to know whether the corn which he was going to plant in 1927 was from a tested source.

### KEEPING FIT

This is primarily an age of physical fitness. Growing boys everywhere are bending their efforts to the development of muscular ability and a sound physique, whether their purpose is to excel in one of the many fields of athletics or to prepare for a life of vigorous manual effort.

Today the growing American youth has before him as shining goals the great champions in the various fields of sport. Our boxing champions, our golfing champions, our swimming champions are generally considered the champions of the world.

But the physical perfection necessary to become a champion in any field of physical activity is not a matter of accident or chance. Back of every champion you will find a ground work of sound physical development which has been maintained by constant exercise and intelligent training.

Every normal boy has the desire to attain a high degree of physical fitness. Many, however, are handicapped by lack of proper information on training rules and care of the body.

The U. S. Public Health Service has prepared a publication to fill this very need. This publication entitled, "Keeping Fit" gives authoritative information on sound physical development, illustrated with numerous charts, diagrams, and pictures. Other important information on personal hygiene with special chapters on sex hygiene for the growing boy and young man are included. Readers may obtain this publication free of charge by writing to the U. S. Public Health Service, Washington, D. C.

Uncle Ab says the man who works the hardest may not get as much done as the fellow who seems to work less but has learned the best way to do the job.

## One of these fits your herd

Use the feed that fits your farm, your herd. That's the way to maximum milk production at lowest possible cost. To give you exactly the feed you should have, Quaker makes a complete line, and helps you determine which you should use.



### Is this it?

For example: If your cows are getting timothy hay, grass hays, straws, corn stover, or poorer grades of clover here's exactly the feed that fits your needs—Quaker Boss Dairy Ration!

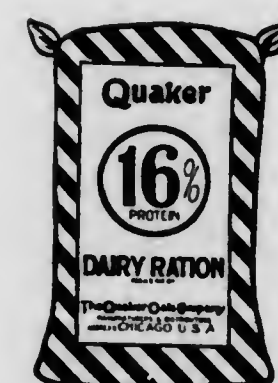
### or this?

If they are receiving low grade alfalfa hay, fair clover hay, or real choice mixed clover-and-grass hay, the feed for them is—Quaker Big "Q" Dairy Ration!



### or this?

If your cows are getting choice clover hay, good alfalfa hay, or an excellent grade of fine mixed grass-and-clover hay, use this great feed—Quaker Dairy Ration! (Good for dry stock and young growing stock, too.)



### In any case—

Whatever protein feed you use, you can profit by adopting Quaker Sugared Shumacher Feed as your carbohydrate supply. It combines ideally with any of the Quaker Dairy Rations. It may be used alone if the cows are getting liberal quantities of choice alfalfa. It's excellent for all stock—dry stock, horses, swine, sheep, steers.

[All of these feeds contain molasses in dried form and are rich in the minerals which cows must have to make milk]

See the Quaker Dealer near you. He has a stock of these famous Quaker Feeds—"the feeds in striped sacks"—waiting for you.

### The Quaker Oats Company

CHICAGO, U. S. A.

Manufacturers of

Quaker  
Ful-O-Pep  
Poultry Feeds

Quaker  
Pig-N-Hog  
Meal

Quaker  
Sugared  
Schumacher

Quaker  
Green Cross  
Horse Feed

(BUY THE FEEDS IN STRIPED SACKS!)

### T. B. ERADICATION BY

#### AREAS SHOW PROGRESS

The eradication of tuberculosis from entire counties has become the most popular method of combating this menace to cattle and human beings, according to a report recently issued by the United States Bureau of Animal Industry.

Under this system of eradicating the disease from cattle a circumscribed area, generally a county, is used as a unit, with the object of freeing it of the disease. More than 6,500,000 cattle or over three-fourths of the total number tested in the whole work of tuberculosis eradication were tested under this plan by county, State and Federal veterinarians during the last fiscal year.

### KEEP MILK SWEET

Cool the milk regularly now as warm weather approaches. Changeable weather is uncertain and milk may sour if it is not properly cooled. Use a cooler if you have it, but if not, put the milk in a clean can, set it in running water, and stir it every five minutes for a half hour.

### VARIETY PLEASES

A good variety of feeds in the grain mixture will be appreciated by the dairy cows. Successful dairymen use corn, oats, bran, gluten feed, oil meal, and cottonseed meal. When a good roughage, such as clover, alfalfa or soybean hay is used, more home-grown grains, corn and oats, chiefly, may be utilized.



# A Decided Preference for DE LAVAL Separators and Milkers by members of Cow Testing Associations

IN the United States there are approximately 22,000 members of cow testing associations—the most progressive group of dairymen in the country.

Each cow testing association is in charge of a competent tester who weighs, tests and records the milk from each cow, and frequently tests the skim-milk from the cream separators of the members. The testers know exactly what each separator does and are in an ideal position to observe the work of milking machines.

Reports recently received from approximately 35% of all the cow testers in the United States show that of all the members using cream separators and milkers

**60.8% use De Laval Separators**  
**28.7% use De Laval Milkers**

A remarkable showing, not only on separators but on milkers as well, in view of the fact that most of these De Laval Milkers have been put in use within the past six years.

The reasons for the greater use and popularity of De Laval Separators and Milkers are simple. The Babcock Test proves the De Laval Separator skims cleaner. Years of use prove it gives longer and better service. The milk scale and production records prove the De Laval Milker milks better. The watch proves it milks in less time.

In the long run De Laval Separators and Milkers are by far the most economical. They pay for themselves. See your De Laval Agent or write the nearest office below for full information.

**The De Laval Separator Company**

**NEW YORK**  
165 Broadway

**CHICAGO**  
600 Jackson Blvd.

**SAN FRANCISCO**  
61 Beale Street



## What a Few Cow Testers Say:

I will state that, according to my knowledge, De Laval Milkers and Separators are the best and the cheapest in the long run.

During the past two years' work in this association I have made numerous skim-milk tests and find the De Laval the only one which can be relied on to skim with 1-100 of 1% under good conditions.

I find that on the average De Laval Separators skim closest, last longest and run the easiest of any make I have come in contact with. Ninety per cent of all tests made on De Laval Separators run .02 per cent or less.

In my experience with milk separators, I have found the "De Laval" to be the most practical, economical and efficient of any separator in existence.

De Lavals are very efficient—skimming to less than .01 per cent and never over .03 per cent, are easy to clean, operate and maintain.

In all my experience around cows and their owners, I have seen numerous makes of milking machines used and these discarded for one reason or another, but I have never seen a De Laval Milker discarded. All the De Laval users are well satisfied.

The De Laval Milker users are very well satisfied with their machines, and can talk praises for them. Only yesterday a dairyman using a De Laval milking machine said if he had to get along without his milker, he would sell his cows.

The common remark heard among members regarding their De Laval milking machine is this: "Take my machine away and you can also take my cows." I have never heard any complaint of dissatisfaction among De Laval patrons about their milkers or separators.

The experience in other associations leads me to believe the De Laval is the most satisfactory milker for the average farmer. There are no adjustments to be made. There are very few farmers who can or will take the proper care in adjusting the speed of a milker. The consequence is that soon they "cuss" the machine and quit using it. I have yet to see a De Laval system lying idle on a "going" farm.

I test the separators in my association every month, and the De Laval certainly doesn't lose in a comparison with other separators. Have a few rather ancient De Lavals which are still running good and skimming as low as 1-100 of 1%.

After five years of cow testing, I will say that both De Laval Separators and Milkers are the best of all makes that I have seen in operation and have always boosted for both machines.



**End of  
Volume**